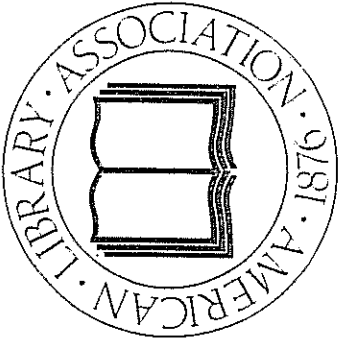


Results of Operations
April - FY 2007 Financials



2006-07 EBD #14.9
2006-07 BARC #5.9

	Page
I. OVERVIEW	
• Executive Summary	1
II. STATEMENTS OF REVENUES AND EXPENSES	
Total ALA	
• General Fund	9
- Communication and Member Relations	13
- Publishing Services	21
- Member Programs and Services	25
• Divisions	37
	43
III. BALANCE SHEET – ASSETS, LIABILITIES, NET ASSETS	52
IV. APPENDICES	55

@ your library™

April FY 2007 Financials Executive Summary

The April results represent eight months of activity, which were electronically issued to unit managers on May 25. This commentary highlights actual revenue and expense results as compared to the approved budget including highlights of key financial indicators.

Highlights

- Total ALA (all combined funds) revenue of \$28,148,487 is \$55,576 more than budget. The General Fund revenue of \$15,402,519 is \$787,807, less than budget due to lower Publishing sales, primarily related to the timing of book sales and membership dues. Division revenues are 8%, \$688,591 more than budget primarily related to the ACRL National Conference and Grants and Awards are \$57,298 more than budget year-to-date. Long-Term Investment interest and dividends exceed budget by \$95,968, reaching \$562,000.
- Total ALA expenses of \$28,652,478 are 9%, \$2,772,176 less than budget. The General Fund expenses of \$17,048,615 are \$1,938,539, 10% less than budget. Divisions are \$770,203 less than budget. Grants and Awards are \$57,298 more than budget.
- Cash and short-term investments are \$19,169,386 as compared to \$17,980,700 last year due to higher Deferred Revenues. The Long-Term Investment Fund reached a historic high of \$30,352,787 as compared to the \$26.4 million balance at August 2006.
- Total assets are \$5,469,553, 9% more than April 2006 reaching \$65,748,290 due in part to the performance of the Long-Term Investment Fund.
- Total liabilities are \$2,970,609, 9% more than April 2006, totaling \$34,090,349.
- Total ALA net assets are \$2,502,607, 9% more than April last year, totaling \$31,661,629.

April FY 2007 Financials
Executive Summary – continued

OPERATING FUND

General Fund

Total revenues of \$15,402,519 are \$787,807, 5% less than budget. Revenues are 1% or \$190,388 more than FY 2006 at this time.

Publishing revenues are less than the budget by \$740,960 due primarily to ALA Editions, Booklist, American Libraries and Book Links. Note: The Publishing net revenue for April year-to-date is more than budget by \$219,919, reaching \$1,049,184. While Publishing revenue is projected to be \$936,000 less than budget due in large part to lower Booklist Online sales, the delayed release of Guide to Reference and fall off on several major titles, the Publishing net revenue for the year is expected to reach \$1,683,000, which is \$375,000 greater than budget. Dues income is less than budget by 9%, or \$347,295, totaling \$3,421,653. Dues income is projected to be \$300,000 less than budget.

Total expenses of \$17,048,615 are \$1,938,539 or 10% less than budget. Member Programs and Services expenses are \$306,879 less than budget due primarily to Annual Conference (\$297,489 under budget) and timing of Midwinter expenses (\$18,822 under budget). Note: Communication expenses are \$212,177 less than budget and Publishing is \$960,879 less than budget. Business Expenses are \$323,665 less than budget due to lower bank service charges, equipment lease, telephone and depreciation. Executive Board and Council committee expenses were \$141,146 less than budget. Salary savings total \$813,758, of which savings (attrition) through April were budgeted at \$378,455. Transportation and lodging expenses are \$63,249 less than budget and telephone and postage expenses are \$192,624 less than budget.

Projections: General Fund revenues are projected to be approximately \$1.4 million less than budget due primarily to Publishing (\$936,000), dues (\$300,000) and Annual Conference (\$400,000). Interest Income and Midwinter Meeting revenues are projected to exceed budget by \$126,000 and \$181,000, respectively.

General Fund expenses are projected to be approximately \$1.4 million less than budget. Publishing is the primary contributor to expense reduction. Publishing will control production, marketing and salary related costs to \$1.3 million less than budget.

**April FY 2007 Financials
Executive Summary – continued**

General Fund net revenue is projected to be zero which is consistent with the budget. See chart below for major projected year-end variances to budget.

Based on eight -month activity, these are the major projected variances to budget identified:
() = Not Good / Less than Budget

Projected variances by end of year

	<u>February</u>	<u>April</u>
Dues	(205,000)	(300,000)
Publishing (Net)	150,000	375,000
Subscription Equivalent	-	(171,000)
Blue Cross/Blue Shield Reimbursement	240,000	240,000
Midwinter (Net)	160,000	200,000
Interest Income	50,000	126,000
Benefits	(150,000)	(150,000)
Overhead not recovered	(245,000)	(200,000)
Annual Conference (Exhibits) (Net)	-	(400,000)
Business Expense (Bank fees, equipment, misc.)	-	100,000
AED Communications	-	90,000
Operating Expenses(Postage, supplies)	-	90,000
Elections	-	(25,000)
Contingency	0	25,000
Net Impact	0	0

Round Tables

The Round Tables revenues of \$195,334 are \$1,526 more than budget due primarily to higher personal dues and donations, round table expenses of \$96,490 are less than budget by \$82,179 due primarily to related unexpended lower conference equipment, printing and meal function expense.

Plant Fund

Depreciation expense of \$286,221 is \$19,533 under budget. The Plant Fund transfer is \$1,106,812, \$14,690 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

April FY 2007 Financials
Executive Summary – continued

GRANTS AND AWARDS (RESTRICTED FUND)

Revenues and expenses of \$3,030,691 are \$57,298 more than the budget due to timing of several grants, most notably Nextbook-Let's Talk About It, \$197,134, NEH Picturing America, \$91,498, NEH-Ben Franklin, \$106,423, Gates Technology Access Study, \$241,361, NEH Pursuit of Happiness, \$136,392, Gates Connectivity, \$231,082, Ford Foundation, \$27,160, and IMLS Spectrum/New Voices New Vision, \$176,404 less than budget.

STAFF SUPPORT/OPERATIONS

Units include: Staff/Office Support Services, Distribution Center, Reprographics Center, Building Maintenance, and Contract Services for Security and Janitorial Services.

In review of all units, compensation regarding salaries and benefits have resulted in negative variances due to salary increases, retroactive pay, and special compensation adjustments. The overall variance was unfavorable in the amount of (\$4,131) which does not include Maintenance that generated a favorable variance of \$26,698.

Regarding the 2007 elections, the projected year-end variance is estimated at \$25,000 over budget. This overage is due to the following: \$3,600 charged to IUT/Advertising that was not budgeted, \$4,600 over budget for employee benefits and \$16,000 over budget by SBS due to an additional 30 candidates for Council that increased proofreading, printing and mailing costs. Ballot #65S required a separate printing and mailing to 1,115 members because the candidates for Council were omitted from their original ballot.

MEMBER PROGRAMS AND SERVICES

MPS third quarter results would again indicate cautious optimism.

- Conference Services will exceed its budgeted Midwinter Meeting net revenue by over \$200,000. In addition, the Midwinter Meeting contribution to overhead recovery was greater than budgeted.
- Conference Services projects the 2007 Annual Conference will be near its net revenue target. Registration and advertising should close slightly ahead of budget. Exhibits sales are very strong. DC is also a costly city. Busing costs will certainly be over budget, as will interpreters.

April FY 2007 Financials
Executive Summary – continued

- Most MPS Offices expect the end the year on target. Most negatives are timing issues.
- ACRL's 13th National Conference set an attendance record. Both ACRL revenues and ALA overhead recovery from the national conference will be better than budget.
- Overall, ALA Divisions are performing strongly, with most showing significant positive variances.
- All units are beginning to note the impact of salary increases on their budgets, with salary lines edging up against budget.

PUBLISHING SERVICES

Total Revenues are \$740,960 less than budget (an improvement over March, which was \$855,483 less than budget). Total Expenses are \$960,879 less than budget. Net Revenues are \$219,919 more than budget. The fully loaded Contribution Margin is \$74,295 less than budget. Several titles in ALA Editions have been delayed and the backlog continues to lag because of the falloff on several major titles. Revenues from new titles will pick up in the 3rd and 4th quarters but not enough to offset the current variance. In addition, *Guide to Reference* has been postponed to FY08, creating a \$200,000 shortfall on its own. Expense savings will not be sufficient to offset the revenue shortfall. Booklist magazine subscription and advertising revenues are less than budget but licensing fees are more than budget and should offset the shortfall by year-end. Ancillary Products revenues are more than budget primarily because of review copy sales. All the budgeted publications may not make year-end, resulting in a revenue shortfall, but production expense savings should allow a positive variance in Net Revenues. Booklist Online revenues are less than budget in part because its release was later than budgeted. Subscription and advertising revenue will increase but most likely not meet budget. Savings in expenses will not be sufficient to offset the revenue shortfall. Book Links revenues are less than budget. Subscription revenues should meet budget, but advertising revenues may fall short. Expense savings will offset the revenue shortfall. Net Revenues should exceed budget. Both display advertising and classified advertising revenues in American Libraries are less than budget. Display ad sales are improving steadily, and tracking well against last year actual, but the turnaround is taking longer than planned and revenues are not expected to meet budget by year-end. JobLIST classified revenues are now exceeding monthly budgets but may not be able to offset the earlier shortfalls. Expense savings will not be sufficient to offset the revenue variances, so the Subscription Equivalent will increase. Campaigns were successful and ad revenues have started to come in. Expense savings will hold and improve. Overall,

**April FY 2007 Financials
Executive Summary – continued**

The sum total of ALA TechSource revenues is more than budget. Library Technology Reports revenues are more than budget. Smart Libraries Newsletter revenues are less than budget, and the Web revenues are more than budget. Subscription

ALA TechSource Net Revenues will be significantly more than budget by year-end. ALA Graphics revenues are substantially more than budget and will continue to grow. Expense savings from the product cost benefit of digital products, such as the exceptionally successful READ CD, have been significant. ALA Graphics will end the year significantly more than budget in both Total Revenues and Net Revenues. The Fully Loaded Contribution Margin, which represents the capacity of excess Net Revenue to cover variances in General Overhead and the Subscription Equivalent is on track to meet goal.

Forecast: *Guide to Reference* and *Booklist Online* will account for more than \$600,000 of the projected shortfall in Total Revenues. Delayed titles, and shortfalls in subscription and advertising revenues, account for the rest of the variance. Economies in production expenses and strong net revenue performances from ALA TechSource and ALA Graphics are expected to offset shortfalls elsewhere.

Forecast	Actual	Budget	Variance
Total Revenue	\$12,372,505	\$13,309,069	(\$936,564)
Direct Expenses	\$8,495,687	\$9,434,192	\$938,505
Overhead	\$2,660,089	\$2,861,448	\$201,359
Taxes	\$239,952	\$239,952	\$0
Subscription Equivalent	(\$706,274)	(\$534,545)	\$171,729
Net Revenue(Loss)	\$1,683,052	\$1,308,022	\$375,030
Contribution Margin	\$3,636,866	\$3,634,925	\$1,941

April FY 2007 Financials
Executive Summary – continued

SALARIES

General Fund salaries through April are \$813,758 less than budget. This is \$239,451 more than the total years 5% salary attrition budget of \$574,307. In addition, temporary help is over budget by \$29,015 and overtime is over budget by \$4,669 year-to-date. Excess salary savings including temporary help and overtime is \$780,074. However, professional services were budgeted at \$1,153,227 but actuals to date total \$1,323,864 resulting in a \$170,637 overage or 15%.

	FY 2007 April 2007	FY 2006 April 2006
Total General Fund Salaries	\$11,486,132	\$11,109,310
April YTD Budget	\$7,569,383	\$7,321,055
Actual Salaries-April YTD	6,755,625	6,357,187
Salary Savings To Date	\$813,758	\$963,868
Total Projected Salary Savings: 5% Attrition (FY 2007)	574,307	611,009
Salary Savings Remaining To Be Achieved	(239,451)	(352,859)
Wages-Temporary Help		
Budget	46,418	41,132
Actual	75,433	33,648
Variance (over) under Budget	(29,015)	7,484
Overtime Wages		
Budget	63,185	59,470
Actual	67,854	57,503
Variance (over) under Budget	(4,669)	1,967
Salary Savings Required Including Wages & Overtime	(\$205,767)	(\$362,310)

American Library Association
Schedule 1 - Statement of Revenues and Expenses - Total ALA

	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
GENERAL FUND	15,212,131	15,402,519	16,190,326	(787,807)	-5%	29,659,840	28,562,840	-3.70%
DIVISIONS	10,945,899	8,957,943	8,269,352	688,591	8%	12,174,603	12,174,603	0.00%
ROUND TABLES	176,673	195,334	193,808	1,526	1%	357,461	357,461	0.00%
PLANT FUND	0	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	2,169,735	3,030,691	2,973,393	57,298	2%	4,468,247	4,468,247	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	447,722	562,000	466,032	95,968	21%	699,115	699,115	0.00%
TOTAL REVENUES	28,952,160	28,148,487	28,092,911	55,576	0%	47,359,266	46,262,266	-2.32%
GENERAL FUND	16,263,608	17,048,615	18,987,154	1,938,539	10%	29,659,840	28,562,840	-3.70%
DIVISIONS	9,107,170	8,242,394	9,012,597	770,203	9%	13,689,218	13,689,218	0.00%
ROUND TABLES	75,359	96,490	178,669	82,179	46%	341,491	341,491	0.00%
PLANT FUND	12,730	0	0	0	-	0	0	-
GRANTS AND AWARDS (RESTRICTED FUND)	2,169,735	3,030,691	2,973,393	(57,298)	-2%	4,468,247	4,468,247	0.00%
LONGTERM INVESTMENT FUND (ENDOWMENT FUND)	203,711	234,288	272,841	38,553	14%	621,871	621,871	0.00%
TOTAL EXPENSES	27,832,353	28,652,478	31,424,654	2,772,176	9%	48,780,667	47,683,667	-2.25%
EXCESS OF REVENUES OVER EXPENSES	1,119,807	(503,991)	(3,331,743)	2,827,752	85%	(1,421,401)	(1,421,401)	0.00%
POST-RETIREMENT BENEFITS	0	0	0	0	-	-	-	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(256,768)	88,701	0	88,701	-	-	-	-
NET REALIZED/UNREALIZED GAINS-LT INVEST	1,427,499	2,531,996	651,920	1,880,076	288%	980,561	980,561	0.00%
NET CONTRIBUTIONS/WITHDRAWALS-LT INVEST	99,542	367,715	250,152	117,563	47%	377,655	377,655	0.00%
NET REVENUES-TOTAL ALA	2,390,080	2,484,421	(2,429,671)	4,914,092	202%	(63,185)	(63,185)	-0.00%

FOR ADDITIONAL DETAIL SEE SCHEDULES 7 AND 8.

05/25/2007

American Library Association
Schedule 1 -- Commentary: Statement of Revenues and Expenses -- Total ALA
April FY 2007 Financials

ROUND TABLES

The Round Tables revenues of \$195,334 are \$1,526 more than budget due to higher personal dues and donations. Expenses of \$96,490 are less than budget by \$82,179 due to conference related expenses and printing costs.

PLANT FUND

Depreciation expense of \$286,221 is \$19,533 under budget. The Plant Fund transfer is \$1,106,812, \$14,690 under budget, and is now being recorded monthly as a credit to the Plant Fund with an offsetting charge to the General Fund.

GRANTS AND AWARDS

Revenues and expenses of \$3,030,691 are \$57,298 more than the budget due to timing of several grants, most notably Nextbook-Let's Talk About It, \$197,134, NEH Picturing America, \$91,498, NEH-Ben Franklin, \$106,423, Gates Technology Access Study, \$241,361, NEH Pursuit of Happiness, \$136,392, Gates Connecticut, \$231,082, Ford Foundation, \$27,160, and IMLS Spectrum/New Voices New Vision, \$176,404 less than budget.

LONG-TERM INVESTMENTS

Endowment Fund revenues of \$562,000 consisting of interest and dividend income are \$95,968 more than the budget of \$466,032. Net realized/unrealized gains are \$2,531,996 as compared to budgeted gains of \$651,920. On a stand-alone basis, the Blackrock Investment portfolio has realized gains of \$27,866 and unrealized gains of \$462,847. The Pimco portfolio has year-to-date realized gains of \$3,242 and unrealized gains of \$42,157. The NFJ portfolio has year-to-date realized gains of \$45,972 and unrealized gains of \$276,934. The Lazard International portfolio has year-to-date realized gains of \$182,152 and unrealized gains of \$278,425. The Marsico portfolio has realized losses of \$39,359 and unrealized gains of \$500,788. The Alliance portfolio has realized gains of \$108,667 and unrealized gains of \$419,529. The EMA-Heliman portfolio has realized gains of \$153,380 and unrealized gains of \$22,815. Ariel has unrealized gains of \$46,581.

	Realized	Unrealized	Net
Blackrock	27,866	462,847	490,713
Pimco	3,242	42,157	45,399
NFJ/Lord Abbett	45,972	276,934	322,906
Lazard Intl	182,152	278,425	460,577
Marsico/Senecca	(39,359)	500,788	461,429
Alliance/Laurel	108,667	419,529	528,196
Erma-Heliman	153,380	22,815	176,195
Ariel	0	46,581	46,581
TOTAL	\$481,920	\$2,050,076	\$2,531,996

Net contributions/withdrawals consists of donations and other revenues, offset by life member dues transfers. The resulting figure in effect represents the net capital addition (reduction) made to the Endowment Fund. At April 30, 2007, the net contribution of \$307,715 is \$117,563 more than the budgeted net contribution of \$250,152. Expenditures totaling \$234,288 are \$38,553 less than budget.

The current annualized yield on Endowment Fund investments is as follows:

	BLACKROCK GULF	PIMCO/ALLIANZ CREDIT SUISSE	NF/J ALLIANZ (LORD)	LAZARD INTL	MARSICO/ SENECA	ALLIANCE/ LAUREL	EMA HEITMAN	ARIEL	TOTAL	%	YIELD
CASH	75,557	398,088	239,442	201,097	99,393	310,713	26,263	280,226	1,630,779	5%	4.03%
GOVERNMENT SECURITIES		4,832,764							4,832,764	16%	4.30%
CORPORATE SECURITIES	3,434,337	3,342,318	2,503,550	3,765,797	4,378,594	4,718,504	1,726,143		3,342,318	11%	0.00%
EQUITIES									20,546,926	68%	1.59%
TOTAL	3,509,894	8,573,171	2,742,992	3,966,894	4,477,987	5,029,216	1,752,406	280,226	30,352,787	100%	

Composite: 1.98%

American Library Association
Schedule 2A - Statement of Revenues and Expenses - General Fund

	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
PUBLISHING SERVICES	8,223,401	8,101,559	8,842,519	(740,960)	-8%	13,309,069	12,207,069	-8.3%
MEMBERSHIP PROGRAMS & SERVICES	2,930,578	3,197,025	2,960,048	236,177	8%	9,637,003	9,697,003	1.7%
COMMUNICATIONS	3,515,662	3,455,345	3,799,505	(344,160)	-9%	5,711,235	5,506,235	-3.6%
INTEREST INCOME	395,584	491,582	385,000	106,582	28%	802,533	852,533	6.2%
MAIL LIST SALES	135,592	155,751	199,980	(44,229)	-22%	300,000	300,000	0.0%
EXECUTIVE OFFICE (NOTE 1)	11,314	1,257	2,474	(1,217)	-49%	0	0	-
TOTAL REVENUES	15,212,131	15,402,519	16,190,326	(787,807)	11. -5%	29,659,840	28,562,840	-3.7%
EXPENSES:								
PUBLISHING SERVICES	7,131,516	7,052,375	8,013,254	960,879	12%	12,001,047	10,749,047	-10.4%
MEMBERSHIP PROGRAMS & SERVICES	5,439,473	5,759,146	6,066,025	306,879	5%	11,214,469	11,214,469	0.0%
COMMUNICATIONS	1,786,293	1,667,864	1,900,041	212,177	11%	2,845,017	2,845,017	0.0%
EXECUTIVE OFFICE (NOTE 1)	3,139,944	3,346,294	3,494,804	148,510	4%	5,208,306	5,208,306	0.0%
FINANCE AND ACCOUNTING	775,719	856,775	851,049	(5,726)	-1%	1,295,193	1,295,193	0.0%
OVERHEAD RECOVERED	(3,947,056)	(3,469,672)	(3,627,354)	(157,682)	-4%	(6,446,785)	(6,201,785)	-3.8%
BUSINESS EXPENSE (NOTE 2)	295,699	283,039	606,704	323,665	53%	853,615	853,615	0.0%
GENERAL ADMINISTRATION-OTHER (NOTE 3)	367,764	(50,043)	187,106	237,149	127%	440,943	350,943	-20.4%
SUBSCRIPTION EQUIVALENT	363,274	477,586	374,024	(103,562)	-28%	565,388	565,388	0.0%
PLANT FUND TRANSFER	900,982	1,105,251	1,121,501	16,250	-	1,682,647	1,682,647	0.0%
TOTAL EXPENSES	16,263,608	17,048,615	18,997,154	1,938,539	10%	29,659,840	28,562,840	-3.7%
EXCESS OF REVENUES OVER EXPENSES	(1,051,477)	(1,646,096)	(2,796,828)	1,150,732	41%	0	0	-
POST-RETIREMENT BENEFITS	0	0	0	0	-	0	0	-
NET REALIZED/UNREALIZED GAINS-BOND FUND	(256,766)	88,701	0	88,701	-	-	-	-
NET REVENUES	(1,308,245)	(1,557,395)	(2,796,828)	1,239,433	44%	0	0	-

NOTE 1: EXECUTIVE OFFICE INCLUDES THE EXECUTIVE OFFICE, EXECUTIVE BOARD, COUNCIL INTERNATIONAL RELATIONS, OPERATIONS SUPPORT, AWARDS, THE DEVELOPMENT OFFICE, AND HUMAN RESOURCES.

NOTE 2: BUSINESS EXPENSE INCLUDES LEGAL FEES, AUDIT FEES, BANK SERVICE FEES, INSURANCE, TELEPHONE, DEPRECIATION, MAINTENANCE AGREEMENTS AND OTHER MINOR ACCOUNTS.

NOTE 3: GENERAL ADMINISTRATION-OTHER INCLUDES NET BENEFIT EXPENSE, THE EXECUTIVE DIRECTOR'S CONTINGENCY AND OTHER MINOR EXPENSES.

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.
05/25/2007

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF REVENUES AND EXPENSES-EXECUTIVE OFFICE

SECTION II
SCHEDULE 2.1

UNIT	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2007	2ND	% CHANGE
	ACTUAL	ACTUAL	BUDGET			ANNUAL		
	APRIL 30, 2006	APRIL 30, 2007	APRIL 30, 2007			BUDGET	PROJECTION	BUDGET
REVENUES								
101 COUNCIL	0	0	0	0	-	0	0	-
102 EXECUTIVE BOARD	2,000	0	0	0	0	0	0	-
103 EXECUTIVE OFFICE (9098)	0	0	0	0	-	0	0	-
114 DEVELOPMENT OFFICE	578	233	0	233	-	0	0	-
150 WASHINGTON OFFICE	719	173	0	173	-	0	0	-
151 OITP	0	0	0	0	-	0	0	-
152 OGR	0	0	0	0	-	0	0	-
591 DONATIONS (9111,9140,9100)	8,017	851	2,474	(1,623)	-66%	0	0	-
	11,314	1,257	2,474	(1,217)	-49%	0	0	-
EXPENSES								
101 COUNCIL	69,949	76,359	98,601	22,242	23%	148,836	148,836	0.0%
102 EXECUTIVE BOARD	147,178	178,940	297,844	118,904	40%	389,616	389,616	0.0%
103 EXECUTIVE OFFICE	427,966	481,361	454,453	(26,908)	-6%	689,994	689,994	0.0%
114 DEVELOPMENT OFFICE	249,038	224,128	269,504	45,376	17%	407,720	407,720	0.0%
150 WASHINGTON OFFICE	564,015	602,286	647,603	45,307	7%	967,619	967,619	0.0%
151 OITP	312,112	290,337	292,505	2,168	1%	437,802	437,802	0.0%
152 OGR	500,338	515,464	529,327	13,863	3%	842,952	842,952	0.0%
230 AWARDS PROGRAMS	612	6,958	821	(6,137)	-748%	7,571	7,571	0.0%
- OPERATIONS SUPPORT	496,963	509,785	505,652	(4,133)	-1%	713,420	713,420	0.0%
506 HUMAN RESOURCES	372,753	459,108	398,494	(60,614)	-15%	602,776	602,776	0.0%
592 GENERAL FUND ALLOCAT (9152)	(980)	1,558	0	(1,558)	-	0	0	-
	3,139,944	3,346,294	3,494,804	148,510	4%	5,208,306	5,208,306	0.0%
05/25/2007								

SECTION II
SCHEDULE 2.3

AMERICAN LIBRARY ASSOCIATION
SUPPORTING STATEMENT OF EXPENSES-STAFF SUPPORT SERVICES

EXPENSES UNIT	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
501 STAFF SUPPORT/OFFICE SERVICES	404,594	391,851	367,508	(24,343)	-7%	503,950	503,950	0.0%
509 DISTRIBUTION CENTER	237,796	211,053	260,312	49,259	19%	391,690	391,690	0.0%
509 IUT/DISTRIBUTION	(113,653)	(104,980)	(111,986)	(7,006)	-6%	(168,000)	(168,000)	-0.0%
510 REPROGRAPHICS CENTER	146,076	160,923	163,134	2,211	1%	245,780	245,780	0.0%
510 IUT/REPROGRAPHICS	(177,850)	(149,062)	(173,316)	(24,254)	-14%	(260,000)	(260,000)	-0.0%
511 BUILDING MAINTENANCE	0	0	0	0	-	0	0	-
TOTAL EXPENSES	496,963	509,785	505,652	(4,133)	-1%	713,420	713,420	0.0%

05/25/2007

American Library Association
Schedule 2A - Commentary: Statement of Revenues and Expenses - General Fund
April FY 2007 Financials

INTEREST
INCOME

Year-to-date interest on short-term investments is \$491,582, \$106,582 more than the budget of \$385,000. The actual average invested balance for the eight months ending April 30, 2007 was \$15,373,622 with a yield of 4.80%. In comparison, at April 30, 2006 the actual average invested balance was \$14,963,375 with a yield of 3.97%. As of April 30, 2007 the net realized/unrealized gain <loss> on the investment managed by Neuberger Berman was a net gain of \$88,701, as compared to the \$467,357 cumulative loss at August 31, 2006. The net year-to-date gain is comprised of \$28,307 of realized losses and \$117,008 of unrealized gains. According to the Association's investment policy, any realized and unrealized gains and losses at year-end becomes a component of the appropriated fund balance and as such is carried forward in the fund balance to subsequent fiscal years. On an overall basis, the bond portfolio yield is 4.79%.

FOR THE MONTH OF APRIL, 2007

INVESTMENT TYPE	AVG VALUE	MARKET VALUE	%	%	YIELD	INTEREST INCOME (MONTH)	INTEREST INCOME (YTD)
Money Market Funds		256,707	2%	1%	4.87%	1,200	7,539
Government Securities		8,806,571	73%	46%	4.68%	49,651	252,368
Corporate Bonds		2,987,983	25%	16%	5.05%	13,477	112,125
							0
Subtotal-Bond Fund	12,043,184	12,051,260	100%	63%	4.79%	64,328	372,032
Certificates of Deposit	0	0		0%			0
Institutional Fund	118,680	119,502		1%	4.87%	401	3,378
Money Market Funds	0	0		0%	0.00%	0	0
Cash in Bank	7,142,969	6,980,263		36%	4.72%	22,771	106,048
Other-Industrial Securities	18,361	18,361		0%			0
B of A Swap Agreement						1,132	10,123
Endowment Transfer							0
Total Cash and Investments	19,323,194	19,169,366		100%		88,632	491,562
Readers Digest Interest		0				0	0
Net Cash and Investments		19,169,366				88,632	491,562

MAIL LIST RENTAL

Mail list sales are 22%. \$44,229 less than budget. Mail list sales are projected to be less than budget as more electronic mail lists, as compared to mailing labels, are requested.

GOVERNANCE
OFFICE

This section tracks expenses associated with support of the governance function (Executive Board, Council, President, President-Elect) of the Association.

Council Administration [11-101-0000]: Approximately \$17,500 or 48% of the FY07 Council administrative budget of \$35,675 has been spent to date. No unusual expenses are anticipated for FY07.

Executive Board Administration [11-102-0000]: To date, expenditures are approximately \$15,740 or 33% of a total budget of \$47,544. There are currently no anticipated expenses that will bring this line over budget in this fiscal year.

Planning and Evaluation [11-102-0104]: All expenses in this project line to date are for consulting work. Expenditures as of April 2007 are approximately \$15,940 or 64% of the total \$25,000 budget. The remaining \$9,000 in this project line should be enough to keep this project within budget.

Fall Board Meeting [11-102-0118]: Expenses for the Fall Executive Board meeting, held in Chicago on October 27-29, total \$25,666 or approximately 93% of the total budget of \$27,636. No additional expenses to this project line are anticipated.

Spring Board Meeting [11-102-0115]: Expenses posted as of April 30, 2007 for the Spring Executive Board meeting, held in Chicago on April 13-15, total \$9,625 or approximately 36% of the total budget of \$26,586. The remaining budget should be sufficient to cover remaining outstanding charges.

President: [11-102-0100] (Support): As of April 30, 2007, approximately \$44,410 or 67% remains from a total budget of \$66,475. A total of \$6,825 in actual and estimated outstanding charges is to be applied to this budget line. Based on these outstanding debits, approximately \$37,585 (57%) of the Presidential Support budget remains. No unusual expenses are anticipated for the remainder of FY07.

0103 Budget (Initiatives): To date, President Burger has spent approximately \$57,300 of her Presidential Initiatives budget of \$100,000, leaving a remaining budget of \$42,700. A total of \$46,800 in unposted and estimated charges -- including unposted charges from the National Library Agenda Summit held in Washington, DC in December 2006; support [tipsheets, a-v, catering, etc.] for activities at the 2007 Annual Conference, including the Emerging Leaders workshop and Transformation Track programs; as well as anticipated credits totaling \$5,300 for vendor sponsorship for the Emerging Leaders receptions at Midwinter and Annual, are to be applied to this budget. Based on these outstanding debits and credits, approximately \$1,200 or 1% remains in the Presidential Initiatives budget.

President-Elect: [11-102-0101] (Support): As of April 30, 2007, \$30,564 remains from a total budget of \$55,260. This figure includes a debit of \$1,618 to offset the overage from the FY06 Incoming President-elect budget. \$26,700 in unposted and estimated charges, primarily for expenses associated with the Inaugural Banquet, and a credit of \$100 are to be applied to this budget. Based on these outstanding debits and credits, \$2,325 or 4% of the President-elect Support budget remains.

[11-102-0113] (Advisory Committee): As of April 30, 2007, a balance of \$10,365 remains from the total allocation of \$15,570. \$5,975 in unposted and estimated charges and an unposted credit of \$560 are to be applied. Based on these outstanding debits and credits, \$4,950 or 32% of the President-elect Advisory Committee budget remains.

Executive Office [11-103-0000]: \$481,360 or approximately 70% of the FY07 Executive Office administrative budget of \$689,994 has been spent to date. No unusual expenses are anticipated for FY07.

WASHINGTON OFFICE

Washington Office Administration shows \$3,847 over budget for the month of April and 7% under budget for year to date expenses. The over budget reflection is due to corrections from the March report. We project that at the end of the fiscal year, all expenditures will be as budgeted except in the areas of staff recruitment and temporary outside staffing. These areas will reflect over budget amounts. Salary savings in excess of the attrition budget are expected.

OGR is \$14,928 under budget for the month of April and 3% under budget for the year to date expenses. At this point in time, it is also projected that at the end of the fiscal year, OGR expenditures will be as budgeted except for conference equipment rental and staff recruitment. Reallocations of budget lines and salary savings are expected to cover these overages. Salary savings may exceed the attrition budget.

OITP is \$3,037 under budget for the month of April and 6% over budget on year to date expenditures. The projected expenses for the remainder of the fiscal year are expected to be as budgeted.

DEVELOPMENT OFFICE

Overall the Development Office budget is on target, even taking into account some of the wide variances that are evident in several individual expense lines.

The following are selected highlights:

- The overall eight-month expense budget is under spent by approximately 17%. Cost savings on the total operational budget is attributable to: a rigorous cost-consciousness of all spending lines and a full staff professional position still unfilled. Expenses are being kept at a minimum while solicitation production has increased.

- **Salaries and Wages (5000)** – as mentioned above, the positive variance of 27% is due to employee transition and an unfilled professional staff position. Finding the right person with the right fit for the important position of Assistant Director is a main consideration.
- **Employee Benefits (5010)** – explained above, there's a positive variance of 23% due to the office not being fully staffed mid fiscal year.
- **Staff Development (5031)** – there's a positive variance of 97% due to employee transition and a careful monitoring of program quality. Expect to expend some of this amount in the latter half of the fiscal year when development-related programs are more available in the summer.
- **Professional Services (5110)** – Professional expenses have varied widely for several reasons. Presently, an outside consultant has been working to maintain progress on CCF fundraising as well as foundation research and grant writing. This has taken away from the consultant's principal effort: to develop Planned Giving for the Association. The use of these professional services is all very strategic while normalizing Development Office operations with the appropriate professional staff support. Anticipate being over budget in professional services for this fiscal year. The savings in the staff salary and benefits relate primarily to the Assistant Director position.

OVERHEAD

At April 30, 2007, total overhead recovery of \$3,469,672, is \$157,682 less than the budget of \$3,627,354. The overhead recovery is more than budget in ACRL and Graphics, offset by less budget recoveries in ALA Editions, American Libraries, Book Links, LTR, Booklist, and ALSC.

BUSINESS
EXPENSE

Expenses totaling \$283,039, are 53%, \$323,665 under budget due primarily to depreciation, equipment rental, bank fees and audit fees that were budgeted but not accrued.

GENERAL
ADMINISTRATION

This category consists of employee benefits expense, the Executive Director's Contingency Fund and several other accounts. The majority of the \$237,149 variance to budget relates to expenses in the employee benefits area, a reversal of a 2006 salary increase accrual, and the Executive Director's Contingency Fund (due to the timing of budget vs. actual). Total benefits expense actually incurred is \$2,714,081 as compared to the budget of \$2,613,174. Charges to units are \$234,833 less than the budget. In addition, FICA taxes are \$27,691 over budget and health insurance is \$68,724 over budget.

American Library Association
Schedule 2B - Statement of Revenues and Expenses - Communications & Member Relations

REVENUES	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
UNIT								
100 MANAGING DIRECTOR	11,085	15,045	16,100	(1,055)	-7%	35,000	35,000	0.0%
104 LIBRARY	0	0	0	0	-	0	0	-
109 ORS	0	0	0	0	-	0	0	-
111 INTERNATIONAL RELATIONS	15,500	2,103	0	2,103	-	0	0	-
113 PIO	10,401	9,952	13,332	(3,380)	-25%	20,000	20,000	0.0%
115 PUBLIC PROGRAMS	1,476	377	0	377	-	0	0	-
250 CUSTOMER SERVICE	0	0	0	0	-	0	0	-
251 CHAPTER RELATIONS	6,100	6,215	1,125	5,090	-	2,250	2,250	0.0%
591 MEMBERSHIP DEVELOPMENT	3,471,100	3,421,653	3,768,948	(347,295)	-9%	5,653,985	5,448,985	-3.6%
EXPENSES	3,515,662	3,455,345	3,799,505	(344,160)	-9%	5,711,235	5,506,235	-3.6%
100 MANAGING DIRECTOR	333,121	249,675	388,708	139,033	36%	582,545	582,545	0.0%
104 LIBRARY	214,127	200,654	217,898	17,244	8%	320,559	320,559	0.0%
109 ORS	129,805	114,534	128,715	14,181	11%	194,937	194,937	0.0%
111 INTERNATIONAL RELATIONS	137,761	132,195	137,264	5,069	4%	205,358	205,358	0.0%
113 PIO	425,124	430,250	448,667	18,417	4%	678,417	678,417	0.0%
115 PUBLIC PROGRAMS	95,694	94,057	94,736	679	1%	143,420	143,420	0.0%
250 CUSTOMER SERVICE	414,014	417,621	417,773	152	0%	617,473	617,473	0.0%
251 CHAPTER RELATIONS	46,647	48,878	66,280	17,402	26%	102,308	102,308	0.0%
	1,796,293	1,687,864	1,900,041	212,177	11%	2,845,017	2,845,017	0.0%
NET REVENUES:								
100 MANAGING DIRECTOR	(322,036)	(234,630)	(372,608)	137,978	37%	(547,545)	(547,545)	-0.0%
104 LIBRARY	(214,127)	(200,654)	(217,898)	17,244	8%	(320,559)	(320,559)	-0.0%
109 ORS	(129,805)	(114,534)	(128,715)	14,181	11%	(194,937)	(194,937)	-0.0%
111 INTERNATIONAL RELATIONS	(122,261)	(130,092)	(137,264)	7,172	5%	(205,358)	(205,358)	-0.0%
113 PIO	(414,723)	(420,298)	(435,335)	15,037	3%	(658,417)	(658,417)	-0.0%
115 PUBLIC PROGRAMS	(94,218)	(93,680)	(94,736)	1,056	1%	(143,420)	(143,420)	-0.0%
250 CUSTOMER SERVICE	(414,014)	(417,621)	(417,773)	152	0%	(617,473)	(617,473)	-0.0%
251 CHAPTER RELATIONS	(40,547)	(42,663)	(65,155)	22,492	35%	(100,058)	(100,058)	-0.0%
591 MEMBERSHIP DEVELOPMENT	3,471,100	3,421,653	3,768,948	(347,295)	-9%	5,653,985	5,448,985	-3.6%
TOTAL NET REVENUES	1,719,369	1,767,481	1,899,464	(131,983)	-7%	2,866,218	2,861,218	-7.2%

05/25/2007

American Library Association
Schedule 2B – Commentary: Statement of Revenues and Expenses – Communications & Member Relations
April FY 2007 Financials

The Communications and Member Relations Department is made up of the following units: The AED Office, which includes the ALA Handbook of Organization; Membership Development; Chapter Relations Office; International Relations Office; Library, Member and Customer Services; Office for Research and Statistics; Public Information Office; and the Public Programs Office.

AED Office

Expenses are under budget because of the vacancies in three positions: the AED, the Administrative Assistant and the half-time marketing specialist. The new AED began on December 1st and the Senior Administrative Assistant began on April 30th. The Marketing Specialist position will not be filled until September 1st. Expenses are projected to be \$80,000-\$90,000 under budget because of the staff vacancies.

Membership Development

Overall ALA membership in April 2007 stood at 65,673 – down 896 members, or -1.35% from April 2006 (66,569). The original projection for Year 1 of the dues increase was a loss of 6% of the membership so the loss of 1.35% indicates that the long term prospects for member retention during the dues increase are healthy.

In terms of the 2007 dues income budget, actuals are 8.99% under budget on personal members (\$256,294) and 1.40% under on organizational members (\$11,268). Approximately 60% of the variance in personal member dues can be attributed to drops and the remaining 40% to a change in member type from regular to retiree, continuing or other lower salary member types.

A number of initiatives are underway to increase retention and to recruit new members. For example, this spring membership campaigns associated with attendance at Annual Conference were launched. "Join and Save" programs have proven to be an effective recruitment technique. New ways to promote retention such as recognizing members at their membership anniversary dates are being implemented.

The projection is to end the year at 7% (\$300,000) under budget on personal dues, but \$100,000 over the 2006 actual. The real impact of the dues increase will begin to take effect in the 2008 budget and will continue through 2011.

Chapter Relations Office

Revenue is up due to the extension of the World Book Leadership Grant. Expenses are under budget because temporary employees have not been hired yet. With upcoming expenses for Conference, the office expects to end the year on budget.

International Relations Office

Revenue is up because of reimbursements from other U.S. library associations for the IFLA Reception. Expenses are close to budget. Expect higher costs this year for IFLA in South Africa but will end on budget.

Library

Expenses are under budget, primarily due to timing issues with the licensing of database content. The Salary and Benefits variances are likely due to the recent round of salary adjustments, and may continue through the year. For these and for the Attrition Factor variance (which will only grow) adjustments will be made in other spending to stay within budget.

Member and Customer Services (MACS)

Member & Customer Service is slightly under budget, primarily due to timing. It is projected that MACS will finish the year slightly over budget, due to the increase in postage. Revenue from processing registrations is projected to be under budget due to lower registration rates for contracted conferences.

Office for Research and Statistics

Salary and benefits expenses are under budget resulting from expenses charged to the Gates project and work completed to support a RUSA project. These accounts will have further savings resulting from salary and benefits expense transfers to NCE-ALS in May. Additional savings to ORS will be realized from transfer of various expenses in support of the Gates grant project (conference call, etc.). The following surveys are under contract and will be completed in June 2007: Decision Demographics to update the Census American Communities Survey (2005 data) analysis of Library industry; Harris Interactive study for Member Relations (Bourdon/Chrasitka) and YALSA (teen use of school and public libraries). The total cost for these additional research projects is \$28,800.

Public Information Office and the Campaign for America's Libraries

Expenses are slightly under budget. Invoices related to National Library Week advertising costs and Promedia expenses will close that gap. PIO will still benefit from the savings related to the open position of public relations associate -- media relations.

The Campaign for America's Libraries expenditures are under budget. Incoming invoices related to National Library Week advertising costs, the Metropolitan Group work on the project to promote library usages among Hispanics, and others will close this gap next month.

Public Programs Office

Expenses in the administration project are close to budget. The restricted fund overhead is ahead of budget by \$39,214 due to timing. The Cultural Communities Fund endowment fund net asset balance is \$755,655.

American Library Association
Schedule 3 - Statement of Revenues and Expenses - Publishing Services

	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
ALA EDITIONS	1,844,255	1,558,344	1,870,995	(312,651)	-17%	3,244,658	2,774,658	-14.5%
BOOKLIST	3,585,633	3,454,833	3,791,917	(337,084)	-9%	5,437,173	5,057,173	-7.0%
BOOKLINKS	419,201	442,119	480,274	(38,155)	-8%	704,392	672,392	-4.5%
AMERICAN LIBRARIES	809,882	647,697	863,000	(215,303)	-25%	1,263,000	861,000	-31.8%
ALA TECHSOURCE	254,725	330,793	309,123	21,670	7%	463,616	470,616	1.5%
PRODUCTS AND PROMOTIONS (GRAPHICS)	1,329,705	1,667,773	1,527,210	140,563	9%	2,196,230	2,371,230	8.0%
TOTAL REVENUES	8,223,401	8,101,559	8,842,519	(740,960)	-8%	13,309,069	12,207,069	-8.3%
EXPENSES:								
ALA EDITIONS	1,656,197	1,602,365	1,776,625	174,260	10%	2,959,249	2,604,249	-12.0%
BOOKLIST	2,720,111	2,699,815	3,144,749	446,134	14%	4,428,469	4,244,469	-4.2%
BOOKLINKS	483,671	422,383	437,255	14,872	3%	682,467	575,467	-13.1%
AMERICAN LIBRARIES	1,173,156	1,133,421	1,237,024	103,603	8%	1,826,388	1,687,388	-7.7%
SUBSCRIPTION EQUIVALENT	(363,274)	(477,586)	(374,024)	103,562	28%	(565,388)	(821,388)	45.3%
ALA TECHSOURCE	251,249	332,111	361,039	28,928	8%	512,159	486,159	-5.1%
PRODUCTS AND PROMOTIONS (GRAPHICS)	1,259,066	1,312,525	1,414,017	101,492	7%	2,208,241	2,005,241	-9.2%
MARKETING	41,910	15,000	0	(15,000)	-	0	0	-
MARKETING ALLOCATION	0	0	0	0	-	0	0	-
UNALLOCATED SUPPORT UNITS	(90,570)	12,641	16,569	4,028	24%	(32,538)	(32,538)	-0.0%
TOTAL EXPENSES	7,131,516	7,052,375	8,013,254	960,879	12%	12,001,047	10,749,047	-10.4%
NET REVENUES	1,091,885	1,049,184	829,265	219,919	27%	1,308,022	1,458,022	11.5%
NET REVENUES								
ALA EDITIONS	188,058	(44,021)	94,370	(138,391)	-147%	285,409	170,409	-40.3%
BOOKLIST	845,522	755,218	647,168	108,050	17%	1,008,704	612,704	-19.4%
BOOKLINKS	(64,470)	19,736	43,019	(23,283)	-54%	41,925	96,925	-131.2%
AMERICAN LIBRARIES	0	(8,138)	0	(8,138)	-	0	(5,000)	-
ALA TECHSOURCE	3,476	(1,316)	(51,918)	50,598	97%	(48,543)	(15,543)	-68.0%
PRODUCTS AND PROMOTIONS (GRAPHICS)	70,639	355,248	113,193	242,055	214%	(12,011)	365,989	-3147.1%
MARKETING	(41,910)	(15,000)	0	(15,000)	-	0	0	-
UNALLOCATED SUPPORT UNITS	90,570	(12,541)	(16,569)	4,028	24%	32,538	32,538	0.0%
TOTAL NET REVENUES	1,091,885	1,049,184	829,265	219,919	27%	1,308,022	1,458,022	11.5%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.

SCHEDULE 3 - American Library Association
COMMENTARY: STATEMENT OF REVENUES AND EXPENSES - PUBLISHING
APRIL FY 2007 FINANCIALS

PUBLISHING

ALA Editions. Total Revenues are \$312,651 less than budget. Total Expenses are \$174,260 less than budget. Net Revenues are \$138,391 less than budget. Several titles budgeted for 2nd quarter release got delayed, which will also reduce the number of months available for contribution to year-end revenues. In addition, FY07 is experiencing a severe drop-off on several key backlist titles; namely: *Information Power*, *Copyright Primer*, *Successful Library Trustee Handbook*, and *AACR2* (which has been suspended pending the creation of its successor, *RDA-Resource Description and Access*). In addition, *Guide to Reference* is being postponed to FY08 to take advantage of a more propitious release date. Revenues will pick up in the 3rd and 4th quarter but will not be able to make up the shortfall entirely. Editorial expenses are \$10,988 more than budget primarily because of Payroll Related expenses, which are \$18,041 more than budget. Offsetting variances arise from \$2,445 in Staff Development, \$1,041 in Editorial/Proofreading, \$1,400 in Review Services and \$1,561 in Depreciation. Product production expenses are \$23,337 less than budget primarily because of the postponement of *Guide to Reference*. Production expenses for all other titles, on the whole, are on budget. Payroll Related expenses are \$14,814 more than budget because a number of open positions resulted in the need for unbudgeted overtime in order to get books out for Annual. This is offset by less than budget activity on several other operating lines. Messenger Service is \$2,853 less than budget, Supplies Operating is \$3,144 less than budget, and Equipment Rental/Lease is \$4,330 less than budget. Savings in production costs resulting from the delayed titles are offset by adjustments in the transfer of these costs to inventory accounts. Marketing production costs are \$33,179 more than budget. Printing is \$6,638 more than budget. Mail service is \$2,841 more than budget. Supplies production (paper) is \$8,864 more than budget. Postage is \$16,211 more than budget. Originally the plan was to produce 3 catalogs. This was changed to produce 2 catalogs but to mail the first catalog twice. This resulted in printing more copies of the first catalog than planned. While production expenses are more than budget year-to-date, they will be less than budget year-end. Marketing expenses are \$101,636 less than budget. Payroll-Related costs are \$5,342 more than budget, mainly because of the attrition factor. Professional Services is \$8,443 less than budget because of delayed research projects. Order Processing/Fulfillment is \$21,124 more than budget in part because of heavy returns in the fall and in part because of the unbudgeted cost (\$7,000+) of converting to a 13-digit ISBN. Shipping and Handling Recovery (5599 Miscellaneous Expense) is \$32,248 less than budget because of fewer orders. On the other hand, Cost of Sales is \$87,109 less than budget and Postage is \$17,542 less than budget because of the delayed titles. Royalty expense is \$32,053 less than budget again primarily because of the delayed titles. General Overhead is \$85,454 less than budget because of less than budget revenues.

Forecast: Revenues will pick up and expenses will come in less than budget, but year-end will result in a shortfall in FY07 because of delayed titles, the postponement of *Guide To Reference* to FY08, and the diminished presence of several major titles on the backlist. The Fully Loaded Contribution Margin, which represents the capacity of Net Revenue to cover non-operating expense variances such as General Overhead, may be some \$200,000 less than budget.

Forecast

	Actual	Budget	Variance
Total Revenue	\$2,789,158	\$3,244,658	(\$455,500)
Direct Expenses	\$1,999,824	\$2,261,648	\$261,824
Overhead	\$599,669	\$697,601	\$97,932
Net Revenue(Loss)	\$189,665	\$285,409	(\$95,744)
Contribution Margin	\$789,334	\$983,010	(\$193,676)

Booklist Publications. Total Revenues for Booklist Publications (Booklist magazine, Ancillary Products, Booklist Online, and Book Links) is \$443,744 less than budget. Total Expenses are \$436,256 less than budget. Net Revenues are \$7,487 less than budget.

The entry on Section II Schedule 3 for Booklist comprises Booklist Magazine, Ancillary Products, and Booklist Online. Book Links is treated separately. Total Revenues for this subset of Booklist Publications are \$337,084 less than budget. Total Expenses are \$445,134 less than budget. Net Revenues are \$108,050 more than budget.

Booklist. Total Revenues for Booklist magazine are \$139,972 less than budget. Total Expenses are \$172,700 less than budget. Net Revenues are \$32,729 more than budget. Subscription revenues are \$26,949 less than budget. Net Advertising revenues are \$78,090 less than budget and licensing revenues (Royalties) are \$35,637 less than budget. Editorial Expenses are \$45,854 more than budget primarily because of payroll related expenses resulting from the impact of salary adjustments that came into FY07. Salaries are \$17,814 more than budget, attrition is budgeted for a savings of \$26,152, and employee benefits are \$10,734 more than budget. Staff Development is \$10,460 less than budget. Magazine production costs are \$39,236 less than budget. ALA's printer was bought by R. R. Donnelley, which enabled the Director of Production to exact a 2% cost reduction as a condition for accepting the new ownership. In addition, budgeted increases for paper and postage have not yet taken effect and a conscious effort to cut back on the number of extra copies has been in place throughout the year. Payroll related costs are \$4,994 more than budget because of attrition. Printing is \$3,616 less than budget. Binding is \$3,728 more than budget because of increased use of bind in cards to stimulate circulation. Design Service is \$8,848 less than budget because of less than planned activity. Mail Service is \$6,523 less than budget because of more favorable prices at Donnelley. Postage is \$15,575 less than budget because of a delay in the scheduled postal increase. The increase is now in effect and higher than expected so postage will most likely bring this variance back to budget by year-end. Marketing production is \$144,063 less than budget because plans for direct mail circulation development campaigns have been revised in light of concerns about tracking the results in an environment where most subscribers subscribe through their library's distributor (e.g., EBSCO). A total of \$7,106 has been spent so far on direct mail publicity to systematically emphasize features and thereby influence subscription decisions indirectly. Marketing expenses are \$5,787 more than budget. Payroll-Related expenses are \$12,943 less than budget because of open positions. Exhibits are \$15,156 more than budget because of an effort to capitalize on Booklist Online launch events. Advertising Space is \$3,157 more than budget because of increased emphasis on conference-related publicity. Advertising

Direct is \$5,452 less than budget only because of time constraints. Order Processing/Fulfillment is \$4,147 more than budget because of unbudgeted reactivation campaigns (that proved successful). IUT Marketing (which is where admin expenses are allocated) is \$13,746 less than budget due to light activity. IUT Repro is \$6,372 more than budget because of the emphasis on publicity mentioned above.

Forecast: Subscription and Ad revenue will likely come in less than budget. Royalties (license fees) should come more than budget to help offset the shortfall. There will be expense savings in Production. Net Revenue and Contribution Margin will be more than budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$4,879,045	\$4,878,169	\$876
Direct Expenses	\$2,432,969	\$2,594,700	\$161,731
Overhead	\$1,048,995	\$1,048,806	(\$189)
Taxes	\$217,952	\$217,952	\$0
Net Revenue(Loss)	\$1,179,129	\$1,016,711	\$162,418
Contribution Margin	\$2,228,124	\$2,065,517	\$162,607

Ancillary Products. Total Revenues are \$2,105 less than budget. Review copy sales are \$11,295 more than budget. Book sales are \$14,492 less than budget because titles were delayed to focus attention on the Booklist Online launch. Total Expenses are \$9,254 less than budget primarily because of those delayed titles. Net Revenues are \$7,148 more than budget. Editorial Expenses are basically on budget. Product Production expenses are \$11,264 less than budget. Marketing expenses are \$2,203 more than budget because Order Processing Fulfillment is \$2,000 more than budget because of increased activity in mail list rental that has not yet recorded sales.

Forecast: Delayed books will be published and meet budget. Mail list rental should come in more than budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$63,700	\$73,700	(\$10,000)
Direct Expenses	\$10,404	\$22,404	\$12,000
Overhead	\$13,696	\$15,846	\$2,151
Net Revenue(Loss)	\$39,601	\$35,450	\$4,151
Contribution Margin	\$53,296	\$51,296	\$2,000

Booklist Online. Total Revenues are \$195,007 less than budget. Total Expenses are \$105,749 less than budget. Net Revenues are \$89,258 less than budget. Booklist Online was a new product and subject to various modifications in the approach to maximizing revenues and expenses. The FY07 performance profile is affected by a series of adjustments called for after the launch in FY06. In addition, the different nature of the product purchase requires longer lead times than

anticipated. Consequently, Subscription revenues are \$93,921 less than budget and Net Advertising revenues are \$101,100 less than budget. Editorial expenses are \$22,198 less than budget. Payroll-Related expenses are \$16,222 more than budget mainly because of overtime, which is \$11,169 more than budget. Attrition and Employee Benefits add \$4,865 to the variance. On the other hand, Temporary Outside Employees is \$12,456 less than budget because the anticipated need for temps is being covered by staff. Editorial/Proofreading is \$190,151 less than budget because the tasks were covered by staff. Supplies Operating is \$7,908 less than budget because of timing differences. Product production expenses are \$24,460 less than budget, primarily because depreciation was budgeted for more than was required by the depreciation schedule. Depreciation is \$20,728 less than budget. Marketing expenses are \$59,091 less than budget. Payroll-Related expenses are \$6,641 less than budget because of open positions. Professional Services are \$9,126 less than budget because of delays in implementing contract sales positions for telemarketing and system/consortia sales. Exhibits are \$4,191 more than budget because of unanticipated costs for launching BOL. Order Processing/Fulfillment is \$4,292 less than budget because of the shortfall in subscriptions. Promotions are \$5,000 less than budget because of timing differences. General Overhead expenses are \$26,965 less than budget because of less than budget revenues.

Forecast: Subscriptions and ad sales are picking up and will improve by year-end, but are not expected to meet budget. Expenses will come in less than budget but not enough to offset the revenue shortfall.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$74,404	\$485,304	(\$410,900)
Direct Expenses	\$276,700	\$414,821	\$138,121
Overhead	\$15,997	\$104,340	\$88,343
Taxes	\$9,600	\$9,600	\$0
Net Revenue(Loss)	(\$227,893)	(\$43,457)	(\$184,436)
Contribution Margin	(\$211,896)	\$60,883	(\$272,779)

Book Links. Total Revenues are \$38,155 less than budget. Total Expenses are \$14,872 less than budget. Net Revenues are \$23,283 less than budget. Subscription Revenues are \$6,380 less than budget. Net advertising revenues are \$29,491 less than budget. Editorial expenses are \$4,939 more than budget. Payroll related expenses are \$8,407 more than budget primarily because of the attrition factor in light of a full staff. Staff Development is \$1,676 less than budget. Travel is \$1,399 more than budget. Lodging is \$1,866 more than budget. Equipment Rental is \$5,272 less than budget because budgeted needs have not materialized. Magazine production expenses are \$3,989 less than budget mainly because a budgeted postal increase has not yet enacted. Postage is \$4,058 less than budget but will end the year close to budget as the postal increases materialize. Marketing expenses are \$8,286 less than budget. Payroll Related expenses are \$17,720 less than budget because of an allocation oversight. Lodging and meals are \$3,696 less than budget because of expenses attached to open positions. Exhibits are \$1,587 more than budget because of an extra emphasis on this form of promotion in FY07. Advertising Space is \$3,510 more than budget for the same reason, while Advertising Direct is \$3,978 less than budget. Promotion expenses are \$5,081 more than budget because of charges for mailing lists that belong in marketing production. General Overhead is \$7,535 less than budget because of less than budget revenues.

Forecast: Subscription and Advertising revenue will end the year about \$23,000 less than budget. Expense savings from open positions and a smaller direct mail campaign will offset the shortfall. Net Revenues should be more than budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$680,672	\$704,392	(\$23,720)
Direct Expenses	\$469,623	\$498,623	\$29,000
Overhead	\$146,344	\$151,444	\$5,100
Taxes	\$12,400	\$12,400	\$0
Net Revenue(Loss)	\$52,305	\$41,925	\$10,380
Contribution Margin	\$198,649	\$193,369	\$5,280

American Libraries. Total Revenues are \$215,303 less than budget. Direct Expenses are \$58,269 less than budget. General Overhead expense is \$45,335 less than budget because of less than budget revenues. As a result, the Subscription Equivalent is \$103,562 more than (i.e., worse than) budget (minus \$215,303, plus \$58,269 plus \$45,335 = minus \$103,562). Subscription revenues are \$927 less than budget. Net advertising revenues are \$182,798 less than budget. Classified ad revenues are \$36,435 less than budget. Ad sales have declined over the past several years, a situation that was addressed by the appointment of a new commissioned sales team. However, regaining lost ground has taken more time than expected, and contracts from the previous sales team have resulted in double commissions for awhile. JobLIST got off to a late start and but is beginning to build. Royalties from database licenses are \$5,798 more than budget. Misc. Sales (such as reprints) are \$940 less than budget. Editorial expenses are \$54,112 more than budget. Payroll Related expenses are \$30,245 more than budget. Salary increases were more than budgeted, there have been no vacancies, which then doesn't allow for an attrition offset, and the several new ventures underway required more overtime than was originally expected, thereby exacerbating the situation. Professional Services is \$32,294 more than budget because of a misapplied charge for the magazine for the public, which will be corrected in the future. Exhibits are \$1,567 more than budget because of a posting error. Review Service is \$7,836 less than budget because anticipated needs were handled by staff. Pre-Press is \$2,289 more than budget because of temporary expenses related to the re-design. Equipment rental is \$5,966 less than budget because of delayed activity. Magazine production expenses are \$79,933 less than budget primarily because only 5 issues have been recorded while 6 issues were budgeted. Temporary Employees Outside is \$3,987 more than budget because of open positions. Printing Outside is \$24,463 less than budget. Supplies Production (paper) is \$26,724 less than budget, and Postage is \$26,992 less than budget because of the aforementioned recording issue. Binding is \$7,353 more than budget because of timing factors in recording allocation adjustments. wraps. Marketing Production is \$1,619 more than budget because of unbudgeted number of special bindings and cover AL Direct production expenses are \$6,519 more than budget because of timing factors in recording anniversary promotions. Actual operating expenses are \$3,003 less than budget because only 4 months of expenses have been recorded so far. Marketing expenses are \$31,015 less than budget. Professional Services are \$4,836 less than budget because of delayed plans. Exhibits are \$2,569 less than budget because is a shared booth at Midwinter. Advertising Direct is \$6,750 less than budget because of delays. Promotion is \$5,700 less than budget as well. General Overhead is \$45,335 less than budget because revenues are less than budget.

Forecast: Expense savings will not be enough to offset a large shortfall in ad sales. JobList should come close to budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$1,017,000	\$1,263,000	(\$246,000)
Direct Expenses	\$1,504,619	\$1,526,000	\$21,381
Overhead	\$218,655	\$271,545	\$52,890
Taxes	\$0	\$0	\$0
Subscription Equivalent	(\$706,274)	(\$534,545)	\$171,729
Net Revenue (Loss)	\$0	\$0	\$0
Contribution Margin	(\$487,619)	(\$263,000)	(\$224,619)

ALA TechSource. Total revenues are \$21,670 more than budget. Total expenses are \$28,928 less than budget. Net Revenues are \$50,598 more than budget.

LTR Revenues are \$30,722 more than budget. Total Expenses are \$13,597 more than budget. Net Revenues are \$17,124 more than budget. Sales of individual issues are \$43,907 more than budget. Subscriptions are \$6,074 less than budget. Advertising is \$8,422 less than budget. Subscription campaigns in the fall were successful but account for most of the variance in expenses. Advertising campaigns in the fall are now starting to generate revenue for the imprint. Prospects for new product delivery and advertising sales are promising extensions of the extraordinary success of the ALA TechSource Blog. Ad sales on the Web are starting to come in. Editorial Expenses are \$271 more than budget. Payroll Related expenses which are \$5,141 more than budget, in large part because of Wages for Temporary employees to cover overtime. Professional Services are \$6,051 less than budget because of a reduction in fees for contributors. Product production expenses are \$5,139 more than budget because of the need to reprint issues for single issue sales. Marketing expenses are \$18,960 less than budget because of delays in launching marketing campaigns. Marketing expenses are \$24,773 more than budget, mainly because a \$25,927 postage charge for ALA Graphics was posted here by accident, which is being corrected. Payroll-Related expenses are \$4,425 less than budget because of open positions. Professional Services expenses are \$3,500 more than budget because of the use of an outside consultant for circulation development. General Overhead is \$2,375 more than budget because of less than budget revenues.

Forecast: Single copy sales will offset a shortfall in subscriptions and ad sales, although subscriptions are improving. Expense savings are likely, in part because of salary savings on the now open position. Net Revenue should exceed budget.

Forecast	Actual	Budget	Variance
Total Revenue	\$384,316	\$345,816	\$38,500
Direct Expenses	\$219,622	\$255,295	\$35,673
Overhead	\$82,628	\$74,350	(\$8,278)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$82,066	\$16,171	\$65,895
Contribution Margin	\$164,694	\$90,521	\$74,173

SLN. Revenues (subscriptions) are \$14,264 less than budget. Paper newsletters are losing ground. Plans are in place to migrate to electronic options. Total expenses are \$44,109 less than budget. Net Revenues are \$29,845 more than budget. Editorial expenses are \$4,029 less than budget mainly because of reductions in contracts for outside editors – Professional Services are \$3,020 less than budget. Product production expenses are \$9,756 less than budget in part because only 5 of the 6 budgeted issues have been recorded and in part because staff are now performing more production functions in-house. Marketing production expenses are \$20,501 less than budget because a second direct mail subscription campaign did not get implemented. Marketing expenses are \$9,822 less than budget. Payroll Related expenses are \$6,512 less than budget because of open positions. General Overhead expense is \$2,267 less than budget because of less than budget revenues.

Forecast: The shortfall in revenues will be offset by savings in expenses. The budgeted loss will be less than expected.

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$80,750	\$103,000	(\$22,250)
Direct Expenses	\$69,746	\$112,580	\$42,834
Overhead	\$17,361	\$22,145	\$4,784
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	(\$6,357)	(\$31,725)	\$25,368
Contribution Margin	\$11,004	(\$9,580)	\$20,584

Web. Revenues are \$5,212 more than budget. Expenses are \$1,583 more than budget. Net Revenues are \$3,629 more than budget. The success of the ALA TechSource Blog and the growing preference for online access is generating growth in online subscriptions and advertising sales. Editorial expenses are \$1,656 more than budget because of savings in outside editorial fees. Professional Services are \$2,325 more than budget. There are no production expenses budgeted or actual. Marketing expenses are on budget overall. Professional Services is \$4,578 less than budget because of timing factors. This will build to cover contract hires to cover the open Editor position. General Overhead is \$777 more than budget because of more than budget revenues.

Forecast: Revenues will grow. Expenses will be less than budget. The budgeted loss will be less than expected.

	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$22,800	\$14,800	\$8,000
Direct Expenses	\$47,637	\$44,607	(\$3,030)
Overhead	\$4,902	\$3,182	(\$1,720)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	(\$29,739)	(\$32,989)	\$3,250
Contribution Margin	(\$24,837)	(\$29,807)	\$4,970

ALA Graphics. Total Revenues are \$140,563 more than budget. Total Expenses are \$101,492 less than budget. Net Revenues are \$242,055 more than budget. The success of the READ CD campaign is the primary source of both the revenue and expense variance, as the product has a high price and low cost. Creative/product development expenses are \$12,497 less than budget. Payroll Related expenses are \$5,198 less than budget because of an open position at the beginning of the year. Professional Services is \$2,500 less than budget because the Director conducted product research on her own instead of using outside services budgeted in this line. Balance will be applied to digital product focus group in August. Product production expenses are \$66,280 less than budget. Payroll Related expenses are \$9,458 less than budget because of staff allocation adjustments. Printing is \$20,403 more than budget. Design is \$2,617 more than budget. Pre-Press is \$8,286 less than budget but only because some of these invoices were recorded as printing costs. Postage is \$8,969 less than budget because some of these costs are budgeted and belong in marketing production costs. Inventory Adjustment is \$71,758 less than budget because of timing differences in the process of transferring manufacturing costs to inventory --the inventory transfer has been posted before the product cost was recorded -- a temporary processing circumstance that will correct by year-end. Purchased Inventory is \$10,276 less than budget because of a shift in strategy to minimize the proportion of low margin products at the stores. Marketing production expenses are \$14,079 more than budget. A catalog release was moved up. Consequently, Printing is \$11,741 more than budget, Mail Service is \$15,645 more than budget, and Supplies Production (paper) is 3,646 more than budget. Postage would be more than budget also except that there were incorrect postings to LTR that belong here and will be corrected in the future. As it stands, Postage is \$13,867 less than budget. Marketing expenses are \$59,832 less than budget. Professional Services are \$10,245 more than budget because of emergency repairs to the ALA Online Store. Design Service Outside is \$8,461 less than budget because more design work is being done in-house. Order Processing/Fulfillment is \$5,701 more than budget because of more than budget sales. Cost of Sales (or cost of goods sold) is \$64,370 less than budget due largely to the impact of sales of digital products, which have low product costs. Postage is \$31,320 more than budget in part because sales are more than budget and in part because of timing differences. Royalty Expense is \$7,728 less than budget in part because of the proportion of READ CD sales, which carry no royalty, and in part because the \$12,500 advance to YALSA for Teen Read Week product sales is being worked off. Promotion expenses are \$9,000 less than budget because of delayed plans. Shipping and Handling Recovery (Misc Expense) is \$12,761 better than budget because of more than budget sales. General Overhead is \$23,039 more than budget because revenues are more than budget.

Forecast: Revenues will continue to grow. Expenses savings will grow as well.

Forecast	Actual	Budget	Variance
Total Revenue	\$2,380,660	\$2,196,230	\$184,430
Direct Expenses	\$1,499,081	\$1,736,052	\$236,971
Overhead	\$511,842	\$472,189	(\$39,653)
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$369,737	(\$12,011)	\$381,748
Contribution Margin	\$881,579	\$460,178	\$421,401

Production Services: Expense recovery for all projects is \$4,816 ahead of schedule in its charge backs for services rendered. Admin is \$4,028 behind, Production Services is \$17,921 behind, and the Law Library Journal is \$16,703 ahead of schedule. The work is on track and will adjust to budget by year-end.

Forecast	Actual	Budget	Variance
Total Revenue	\$0	\$0	\$0
Direct Expenses	(\$34,538)	(\$32,538)	\$2,000
Overhead	\$0	\$0	\$0
Taxes	\$0	\$0	\$0
Net Revenue(Loss)	\$34,538	\$32,538	\$2,000
Contribution Margin	\$34,538	\$32,538	\$2,000

Department Summary. Total Revenues are \$740,960 less than budget (an improvement over March, which was \$855,483 less than budget). Total Expenses are \$960,879 less than budget. Net Revenues are \$219,919 more than budget. The fully loaded Contribution Margin is \$74,295 less than budget. Several titles in ALA Editions have been delayed and the backlist continues to lag because of the falloff on several major titles. Revenues from new titles will pick up in the 3rd and 4th quarters but not enough to offset the current variance. In addition, *Guide to Reference* has been postponed to FY08, creating a \$200,000 shortfall on its own. Expense savings will not be sufficient to offset the revenue shortfall. Booklist magazine subscription and advertising revenues are less than budget but licensing fees are more than budget and should offset the shortfall by year-end. Ancillary Products revenues are more than budget primarily because of review copy sales. All the budgeted publications may not make year-end, resulting in a revenue shortfall, but production expense savings should allow a positive variance in Net Revenues. Booklist Online revenues are less than budget in part because its release was later than budgeted. Subscription and advertising revenue will increase but most likely not meet budget. Savings in expenses will not be sufficient to offset the revenue shortfall. Book Links revenues are less than budget. Subscription revenues should meet budget, but advertising revenues may fall short. Expense savings will offset the revenue shortfall. Net Revenues should exceed budget. Both display advertising and classified advertising revenues in American Libraries are less than budget. Display ad sales are improving steadily, and tracking well against last year actual, but the turnaround is taking longer than planned and revenues are not expected to meet budget by year-end. JobLIST classified revenues are now exceeding monthly budgets but may not be able to offset the earlier shortfalls. Expense savings will not be sufficient to offset the revenue variances, so the Subscription Equivalent will increase. The sum total of ALA TechSource revenues is more than budget. Library Technology Reports revenues are more than budget. Smart Libraries Newsletter revenues are less than budget, and the Web revenues are more than budget. Subscription campaigns were successful and ad revenues have started to come in. Expense savings will hold and improve. Overall, ALA TechSource Net Revenues will be significantly more than budget by year-end. ALA Graphics revenues are substantially more than budget and will continue to grow. Expense savings from the product cost benefit of digital products, such as the exceptionally successful READ CD, have been significant. ALA Graphics will end the year significantly more than budget in both Total Revenues and Net Revenues. The Fully Loaded Contribution Margin, which represents the capacity of excess Net Revenue to cover variances in General Overhead and the Subscription Equivalent is on track to meet goal.

Forecast: *Guide to Reference* and *Booklist Online* will account for more than \$600,000 of the projected shortfall in Total Revenues. Delayed titles, and shortfalls in subscription and advertising revenues, account for the rest of the variance. Economies in production expenses and strong net revenue performances from ALA TechSource and ALA Graphics are expected to offset shortfalls elsewhere.

Forecast	<u>Actual</u>	<u>Budget</u>	<u>Variance</u>
Total Revenue	\$12,372,505	\$13,309,069	(\$936,564)
Direct Expenses	\$8,495,687	\$9,434,192	\$938,505
Overhead	\$2,660,089	\$2,861,448	\$201,359
Taxes	\$239,952	\$239,952	\$0
Subscription Equivalent	(\$706,274)	(\$534,545)	\$171,729
Net Revenue(Loss)	\$1,683,052	\$1,308,022	\$375,030
Contribution Margin	\$3,636,866	\$3,634,925	\$1,941

American Library Association
Schedule 4 - Statement of Revenues and Expenses - Member Programs & Services

	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
REVENUES:								
CONFERENCE-ANNUAL	173,214	125,746	34,564	91,182	264%	6,445,550	6,445,550	0.0%
CONFERENCE-MIDWINTER	2,506,296	2,812,205	2,630,300	181,905	-	2,630,300	2,790,300	6.1%
OFHRD&R	32,578	12,236	27,172	(14,936)	-55%	54,000	54,000	0.0%
OLOS	8,744	4,207	1,728	2,479	143%	2,600	2,600	0.0%
OIF	149,258	164,856	189,043	(24,187)	-13%	297,365	297,365	0.0%
OA	57,428	77,525	54,163	23,362	43%	60,163	60,163	0.0%
DIVERSITY	3,060	250	16,378	(16,128)	-98%	27,075	27,075	0.0%
SENIOR AEDMISC AWARDS	0	0	7,500	(7,500)	-	19,950	19,950	0.0%
TOTAL REVENUES	2,930,578	3,197,025	2,960,848	236,177	8%	9,537,003	9,697,003	1.7%
EXPENSES:								
CONFERENCE-ANNUAL	975,304	912,445	1,209,934	297,489	25%	4,917,689	4,917,689	0.0%
CONFERENCE-MIDWINTER	2,013,689	2,244,297	2,263,119	18,822	1%	2,301,918	2,301,918	0.0%
ITTS	1,182,964	1,253,247	1,205,326	(47,921)	-4%	1,819,918	1,819,918	0.0%
OFHRD&R	198,691	226,233	222,879	(3,554)	-2%	348,139	348,139	0.0%
OLOS	184,633	216,777	204,916	(11,861)	-6%	310,170	310,170	0.0%
OIF	436,371	439,370	444,575	5,205	1%	720,350	720,350	0.0%
OA	218,152	245,213	231,352	(13,861)	-6%	350,609	350,609	0.0%
DIVERSITY	105,165	72,396	141,722	69,326	49%	216,545	216,545	0.0%
SENIOR AED	124,504	149,168	142,402	(6,766)	-5%	229,131	229,131	0.0%
TOTAL EXPENSES	5,499,473	5,759,146	6,056,025	306,879	5%	11,214,469	11,214,469	0.0%
NET REVENUES	(2,508,895)	(2,562,121)	(3,105,177)	543,056	17%	(1,677,466)	(1,517,466)	-9.5%
NET REVENUES:								
CONFERENCE-ANNUAL	(802,090)	(786,699)	(1,175,370)	388,671	33%	1,527,861	1,527,861	0.0%
CONFERENCE-MIDWINTER	492,607	567,908	367,181	200,727	55%	328,392	488,382	48.7%
ITTS	(1,182,964)	(1,253,247)	(1,205,326)	(47,921)	-4%	(1,819,918)	(1,819,918)	-0.0%
OFHRD&R	(166,113)	(213,997)	(195,507)	(18,490)	-9%	(294,139)	(294,139)	-0.0%
OLOS	(175,889)	(212,570)	(203,188)	(9,382)	-5%	(307,570)	(307,570)	-0.0%
OIF	(287,113)	(274,514)	(255,532)	(18,982)	-7%	(422,985)	(422,985)	-0.0%
OA	(160,724)	(167,688)	(177,189)	9,501	5%	(290,446)	(290,446)	-0.0%
DIVERSITY	(102,105)	(72,146)	(125,344)	53,198	42%	(189,470)	(189,470)	-0.0%
AED	(124,504)	(149,168)	(134,902)	(14,266)	-11%	(209,181)	(209,181)	0.0%
TOTAL NET REVENUES	(2,508,895)	(2,562,121)	(3,105,177)	543,056	17%	(1,677,466)	(1,517,466)	-9.5%

FOR ADDITIONAL DETAIL SEE SCHEDULES 9 AND 10.
05/25/2007

**American Library Association
Schedule 4 – Statement of Revenues and Expenses – Member Programs & Services
April FY 2007 Financials**

MPS third quarter results would again indicate cautious optimism.

- Conference Services will exceed its budgeted Midwinter Meeting net revenue by over \$200,000. In addition, the Midwinter Meeting contribution to overhead recovery was greater than budgeted.
- Conference Services projects the 2007 Annual Conference will be near its net revenue target. **Registration and advertising should close slightly ahead of budget. Exhibits sales are very strong. DC is also a costly city. Busing costs will certainly be over budget, as will interpreters.**
- Most MPS Offices expect the end the year on target. Most negatives are timing issues.
- ACRL's 13th National Conference set an attendance record. Both ACRL revenues and ALA overhead recovery from the national conference will be better than budget.
- Overall, ALA Divisions are performing strongly, with most showing significant positive variances.
- All units are beginning to note the impact of salary increases on their budgets, with salary lines edging up against budget.

MPS General Fund:

Conference Services: Midwinter Meeting*

Total Revenues Budgeted/Actual/Remaining:	\$2,630,603	\$2,812,205	\$ (181,905)
Total Direct Expenses Budgeted/Actual/Remaining:	\$1,697,603	\$1,633,746	\$ 102,656
Contribution Margin Budgeted/Actual/Remaining:	\$ 932,997	\$1,178,459	\$ (284,561)
Overhead Budgeted/Actual/Remaining:	\$ 565,516	\$ 610,551	\$ (45,035)
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 367,181	\$ 567,908	\$ 200,727

*Commentary is based on substantially more current working figures maintained by Conference Services.

Performance is still running very close to that anticipated in the February 2007 report. Conference Services is currently showing net revenue of \$567,908, well over the budgeted final net revenue of \$328,382.

Conference Services: Annual Conference*

Total Revenues Budgeted/Actual/Remaining:	\$ 34,564	\$ 125,746	\$6,319,804
Total Direct Expenses Budgeted/Actual/Remaining:	\$1,202,505	\$ 889,049	\$2,642,845
Contribution Margin Budgeted/Actual/Remaining:	\$(1,167,941)	\$ (763,303)	\$3,676,959
Overhead Budgeted/Actual/Remaining:	\$ 7,429	\$ 23,396	\$1,362,399
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(1,175,370)	\$ (786,699)	\$ 388,671

* Commentary is based on current working figures maintained by Conference Services.

Early indications are for a programmatically successful conference – and a financially successful conference seems likely, though there are some significant hurdles.

- The activities of the (internal) Conference Communications Committee, initially formed for the 2006 conference in New Orleans, has resulted in strong, earlier and more robust marketing. At the 3-weeks-to-conference point, registration for the DC conference was 13,643, compared to 8,309 in New Orleans (2006), 13,051 in Chicago (2005) and 9,936 in Orlando (2004). Approximately 19% of total DC registration is from self-identified first-time attendees.
- Registration income is currently (at 2 weeks) at \$2,221,358, with U.S registration close to budget (\$2,144,173, against a budget of \$2,201,500) and International registration well over budget (\$77,185, against a budget of \$40,500). Registration for the Empowerment Conference (included in U.S. registration, above) is running below expectations, which will offset some of the gains in overall registration. Registration revenue should close over the budgeted total of \$2,242,000.
- Exhibits revenue, on an as-sold or cash basis, is currently \$3,085,625., against a budget of \$3,204,250 (or \$118,625 under budget). Exhibit space is still being sold – and it is worth noting that exhibit space has historically been sold right up to opening, assuming availability. Available exhibit floor space will produce significantly less than the roughly \$400,000. needed.
- Advertising is currently at \$416,090, against a budget of \$410,000. Cognofes advertising is still being sold. Advertising revenue will close over budget.
- DC is historically a strong site for ALA. DC is also historically a costly city. Housing increases have been particularly sharp in DC. Hotel room sales have been very strong.
- DC has also not been successful in constructing a projected additional “conference hotel” space in the vicinity of the convention center. On the positive side, DC does have a large supply of hotel rooms and excellent local transit, with easy Metro transportation to the convention center. Because of the campus spread – particularly dormitory rooms at George Mason University – busing costs are certain to be over budget.
- Costs for interpreters (signers) are \$8,000 over budget, due to increased requests from members. This may well be a trend to watch.

Taken together, Midwinter and Annual should be very close to their combined net revenue target; it is not yet clear if the DC conference will meet its net revenue target – and seems unlikely that the combined Midwinter/Annual net will be greater than budget.

ITTS

Total Revenues Budgeted/Actual/Remaining:	\$0	\$0	\$0
Total Expenses Budgeted/Actual/Remaining:	\$1,205,326	\$1,253,247	\$ 566,671
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(1,205,326)	\$(1,253,247)	\$ (47,921)

At the end of April 2007, ITTS expenses are 4% over budget. Professional Services were high due to consultants hired for managed services after outsourcing two positions, while still incurring severance costs. Salary savings for the remainder are expected to exceed the attrition budget for the year. Software maintenance costs were slightly lower – but this is primarily a timing issue.

Projecting over the next six months, ITTS expects to be over budget by \$36,398 – or 2% – due to professional services need to support critical systems and services. Several applications running on servers need upgrades or patches to improve performance. Among the applications needing improvement are the new web content management system (CMS); the TechSource website and subscription service; the list processor software. The Cold Fusion application server must also be upgraded; a new tape backup system installed, and a patch to the iMIS association management system installed. One-third of ALA's PCs and laptops will be replaced (on a regular lease basis).

Office for Accreditation

Total Revenues Budgeted/Actual/Remaining:	\$ 54,163	\$ 77,525	\$ (17,362)
Total Expenses Budgeted/Actual/Remaining:	\$ 231,352	\$ 245,213	\$ 105,396
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (177,189)	\$ (167,688)	\$ 9,501

The revenue variance is largely due to a \$15,000 sponsorship received to support the 50th anniversary of the ALA Committee on Accreditation celebration. An additional \$6,000 in forecasted revenue for spring review fees was billed in April. OA will end ahead of budgeted revenue, due to pre-candidacy application fees received, as well as late fees billed. OA should also end slightly below budget on expenses, due to a two-month vacancy and an unpaid leave.

Office for Diversity

Total Revenues Budgeted/Actual/Remaining:	\$ 16,378	\$ 250	\$ 26,825
Total Expenses Budgeted/Actual/Remaining:	\$ 141,722	\$ 72,396	\$ 144,149
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (125,344)	\$ (72,146)	\$ 53,195

OFD's April financials show the early impact of salary savings from the Director vacancy. Because of a failed first search, that position is expected to remain open through FY2007, resulting in substantial salary savings. The revenue budget will also, however, not be met.

Office for Human Resource Development & Recruitment

Total Revenues Budgeted/Actual/Remaining:	\$ 27,172	\$ 12,236	\$ 41,764
Total Expenses Budgeted/Actual/Remaining:	\$ 222,679	\$ 226,232	\$ 121,906
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (195,507)	\$ (213,996)	\$ (18,489)

Expenses are up slightly in the HRDR Administration budget, due to some late salary adjustments. Recruitment expenses are currently down, but Career Fairs are clustered in the late spring and early summer.

Placement Center revenues (recruitment vendor booths) did not meet budget. Midwinter-related expenses were higher than expected.

On the revenue side, HRDR has already exceeded its recruitment vendor target for the DC conference. To date, there are 28 booths, exceeding the previous high of 26 at the 2005 Chicago conference. Expenses in DC – for food, av and equipment – will also be high, however.

Office for Intellectual Freedom

Total Revenues Budgeted/Actual/Remaining:	\$ 189,043	\$ 164,856	\$ 132,509
Total Expenses Budgeted/Actual/Remaining:	\$ 444,575	\$ 439,370	\$ 280,980
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (255,532)	\$ (274,515)	\$ (18,983)

Banned Books Week income continues to grow, though the 2007 campaign does not begin until late June. Materials for the 2007 BBW are at the fulfillment center, except for the new Resource Book which is still at press. Strong sales are anticipated, particularly for the new book bags and posters. Newsletter on Intellectual Freedom subscriptions are down, though revenue is still ahead of expenses. As usual for OIF, salaries and benefits are over budget; they will come closer into alignment at year-end, when the FTRF reimburses ALA for staff time attributable to the Foundation.

Office for Literacy and Outreach Services

Total Revenues Budgeted/Actual/Remaining:	\$ 1,728	\$ 4,207	\$ (1,607)
Total Expenses Budgeted/Actual/Remaining:	\$ 204,916	\$ 216,777	\$ 93,393
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (203,188)	\$ (212,569)	\$ (9,381)

OLOS notes the increased cost of memberships in national organizations related to OLOS issues, e.g. rural libraries, the aging, bookmobiles, caucuses. Expenses to ship materials to support presentations are also ahead of budget. Also impacting the expenses budget have been OLOS focus groups at the conference of the American Society on Aging, committed booth space at that conference and printing. OLOS has salary savings from a half-time communications officer position which has been vacant much of the year. Revenues reflect a grant from the National Library of Medicine, WebJunction support for AV, and sponsorship from Matthews Specialty Vehicles for the Parade of Bookmobiles at the upcoming DC conference.

SAED Office – Member Programs & Services

Total Revenues Budgeted/ Actual/Remaining:	\$ 7,500	\$ 0	\$ 15,000
Total Expenses Budgeted/Actual/Remaining:	\$ 142,402	\$ 149,168	\$ 79,963
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (134,902)	\$ (149,168)	\$ (14,266)

Expenses were generally in line. Some shared expenses are still to be allocated. Other variances appear to represent late FY06 decisions. Budgeted revenue (Forums project) will not materialize as no pre-conference is planned in FY07; associated expenses will also not be incurred.

American Library Association
Schedule 5 - Statement of Revenues and Expenses - Divisions

REVENUES	YEAR TO DATE	YEAR TO DATE	YEAR TO DATE	VARIANCE	%	2007	2ND	% CHANGE
	ACTUAL	ACTUAL	BUDGET					
	APRIL 30, 2006	APRIL 30, 2007	APRIL 30, 2007			BUDGET	PROJECTION	BUDGET
401 PLA	3,827,960	819,634	767,957	51,677	7%	1,119,500	1,119,500	0.0%
403 ACR	1,187,715	3,261,034	2,704,158	556,876	21%	3,434,505	3,434,505	0.0%
404 CHOICE	1,890,178	2,138,159	2,125,995	12,164	1%	3,152,269	3,152,269	0.0%
405 AASL	2,022,024	512,980	474,807	38,173	8%	654,060	654,060	0.0%
406 ASCLA	44,266	43,925	38,649	5,276	14%	66,650	66,650	0.0%
407 ALCTS	242,698	326,885	326,174	711	0%	679,740	679,740	0.0%
409 LAMA	201,618	218,853	199,754	19,099	10%	365,515	365,515	0.0%
410 RUSA	255,115	328,278	228,074	100,204	44%	437,095	437,095	0.0%
411 ALTA	44,461	39,493	54,822	(15,329)	-28%	100,280	100,280	0.0%
412 LITA	384,338	411,411	417,642	(6,231)	-1%	596,055	596,055	0.0%
413 ALS	627,853	609,556	677,202	(67,646)	-10%	1,061,044	1,061,044	0.0%
414 YALSA	217,673	247,735	254,118	(6,383)	-3%	507,890	507,890	0.0%
TOTAL REVENUES	10,945,899	8,957,943	8,269,352	688,591	8%	12,174,603	12,174,603	0.0%
EXPENSES								
401 PLA	3,135,686	1,265,022	1,198,624	(66,398)	-6%	1,852,002	1,852,002	0.0%
403 ACR	1,126,678	2,309,286	2,754,930	445,644	16%	3,791,691	3,791,691	0.0%
404 CHOICE	1,687,102	1,872,883	1,964,264	91,381	5%	2,983,297	2,983,297	0.0%
405 AASL	1,317,865	806,855	934,724	127,869	14%	1,381,831	1,381,831	0.0%
406 ASCLA	65,664	62,801	70,272	7,471	11%	71,967	71,967	0.0%
407 ALCTS	270,971	336,614	305,952	(30,662)	-10%	673,378	673,378	0.0%
409 LAMA	181,298	174,555	188,435	13,880	7%	356,094	356,094	0.0%
410 RUSA	186,949	202,159	200,371	(1,788)	-1%	389,616	389,616	0.0%
411 ALTA	106,027	110,195	115,274	5,079	4%	92,226	92,226	0.0%
412 LITA	303,960	321,182	376,704	55,522	15%	583,685	583,685	0.0%
413 ALS	515,325	520,774	620,009	99,235	16%	1,031,433	1,031,433	0.0%
414 YALSA	209,645	260,068	283,038	22,970	8%	481,998	481,998	0.0%
TOTAL EXPENSES	9,107,170	8,242,394	9,012,597	770,203	9%	13,689,218	13,689,218	0.0%
NET REVENUES	1,838,729	715,549	(743,245)	1,458,794	196%	(1,514,615)	(1,514,615)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

05/25/2007

SECTION II
SCHEDULE 5
PAGE 2

AMERICAN LIBRARY ASSOCIATION
STATEMENT OF REVENUES AND EXPENSES-DIVISIONS

NET REVENUES	YEAR TO DATE ACTUAL APRIL 30, 2006	YEAR TO DATE ACTUAL APRIL 30, 2007	YEAR TO DATE BUDGET APRIL 30, 2007	VARIANCE	%	2007 ANNUAL BUDGET	2ND QUARTER PROJECTION	% CHANGE FROM BUDGET
401 PLA	692,274	(445,388)	(430,667)	(14,721)	-3%	(732,502)	(732,502)	0.0%
403 AGRIL	61,037	951,748	(50,772)	1,002,520	1975%	(357,186)	(357,186)	-0.0%
404 CHOICE	203,076	265,276	161,731	103,545	64%	168,972	168,972	0.0%
405 AASL	704,159	(293,875)	(459,917)	166,042	36%	(727,771)	(727,771)	0.0%
406 ASCLA	(21,398)	(18,876)	(31,623)	12,747	40%	(5,317)	(5,317)	-0.0%
407 ALCTS	(28,273)	(9,729)	20,222	(29,951)	-148%	6,362	6,362	-0.0%
409 LAMA	20,320	44,298	11,319	32,979	291%	9,421	9,421	0.0%
410 RUSA	68,166	126,119	27,703	98,416	355%	47,479	47,479	0.0%
411 ALTA	(61,566)	(70,702)	(60,452)	(10,250)	-17%	8,054	8,054	0.0%
412 LITA	80,378	90,229	40,938	49,291	120%	12,370	12,370	0.0%
413 ALSA	112,528	88,782	57,193	31,589	55%	29,611	29,611	-0.0%
414 YALSA	8,028	(12,333)	(28,920)	16,587	57%	25,892	25,892	0.0%
416 LITALAMA NAT'L CONF	0	0	0	0	-	-	-	-
TOTAL NET REVENUES	1,838,729	715,549	(743,245)	1,458,794	196%	(1,514,615)	(1,514,615)	0.0%

FOR ADDITIONAL DETAIL SEE SCHEDULE 11.

05/25/2007

American Library Association
Schedule 5 – Statement of Revenues and Expenses – Divisions
April FY 2007 Financials

Association of School Librarians (AASL)

Dues and advertising income continue to lag. The projected number of regional institutes is off by five, significantly effecting budgeted revenue in that category. Despite the numbers above, revenues are slightly under budget. (We will request that \$50,000 in deferred 2007 conference revenue showing in this report be reversed out.) Expense savings from a vacant position/grant revenue continue to outpace increased expenses in professional (contracted) services. Other than salaries/benefits most other expense variations are a matter of timing --- some of which will correct by the end of the budget year.

Total Revenues Budgeted/Actual/Remaining:	\$ 474,807	\$ 512,980	\$ 141,080
Total <u>Direct</u> Expenses Budgeted/Actual/Remaining:	\$ 907,832	\$ 774,721	\$ 577,196
Contribution Margin Budgeted/Actual/Remaining:	\$ (433,025)	\$ (261,741)	\$ (436,116)
Overhead Budgeted/Actual/Remaining:	\$ 25,740	\$ 30,981	\$ (2,628)
Tax Budgeted/Actual/Remaining:	\$ 1,152	\$ 1,152	\$ 408
Net Revenue (Expense) Budgeted/Actual/Variance	\$ (459,917)	\$ (293,875)	\$ 166,042
Beginning/Ending Net Asset Balance	\$ 1,624,972	\$ 1,331,097	

Association for Library Collections & Technical Services (ALCTS)

Total Revenues Budgeted/Actual/Remaining:	\$ 326,174	\$ 326,885	\$ 352,855
Total <u>Direct</u> Expenses Budgeted/Actual/Remaining:	\$ 280,977	\$ 316,395	\$ 293,867
Contribution Margin Budgeted/Actual/Remaining:	\$ 45,197	\$ 10,490	\$ 58,988
Overhead Budgeted/Actual/Remaining:	\$ 24,895	\$ 20,139	\$ 42,817
Tax Budgeted/Actual/Remaining:	\$ 80	\$ 80	\$ 80
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ 20,222	\$ (9,728)	\$ (29,950)
Beginning/Ending Net Asset Balance:	\$ 146,260	\$ 136,531	

FY07 is going to be an anomalous year with the heavy emphasis on the ALCTS 50th Anniversary Celebration. Expenses from now on will be far in advance of revenue and probably not come in line until June 2007.

Revenue:

Dues revenue continues to run slightly behind budget but is starting to correct itself in April by running slightly higher than budget. Life and continuing membership have increased so the overall decrease is less. The result is only about a 1% variance, which is good with the dues increasing across ALA. Despite losses in subscriptions, LRTS revenue is on target and should remain stable running less than \$200 below budget. Registration fees for CE continue significantly lower for the same reasons in mentioned in previous reports: due to the scheduling of workshops, lower registrations and fewer in number including one cancellation. Book sales are 60% of budget, but new offerings out at Annual should improve the revenue over the summer. Sponsorships continue strong, but are mostly for the 50th Anniversary. Revenue for the 50th Anniversary Conference and Dinner won't be realized until June.

Expenses:

Personnel expenses continue to be above budget due to salary adjustments, but the deficit created by those expenses and a carry over charge has dwindled somewhat. LRTS expenses are in line for most lines and when a variance occurs it's expected. The cost of the special reprint issue in April (\$3,700) is reflected in the project. Division publications again have production expenses in advance of revenue, helping to create a negative balance.

Expenses for CE are higher due to the type of CE offered but without corresponding revenue. This project will not show a net positive this year again as registrations for the CE we offer have all but dried up. In FY08 a correction of format will take place. Most other project expenses were expected and not out of line.

Association for Library Service to Children (ALSC)

Total Revenues Budgeted/Actual/Remaining	\$ 677,202	\$ 609,556	\$ (451,488)
Total Direct Expenses Budgeted/Actual/Remaining	\$ 553,231	\$ 476,779	\$ 457,843
Contribution Margin Budgeted/Actual/Remaining	\$ 123,971	\$ 132,777	\$ (6,355)
Overhead Budgeted/Actual/Remaining	\$ 66,602	\$ 43,819	\$ (52,732)
Tax Budgeted/Actual/Remaining	\$ 176	\$ 176	\$ 84
Net Revenue (Expense) Budgeted/Actual/Variance	\$ 57,193	\$ 88,782	\$ 31,589
Beginning/Ending Net Asset Balance	\$ 1,122,493	\$ 1,211,275	

Lower-than-budgeted awards seals sales are offset by higher-than-budgeted revenues in Non Serial Publications and the Every Child Ready to Read project to result in only a 3.6% negative variance in sales overall. Since the invoicing process for seals is in flux this year, we expect to have these variances (both positive and negative) ironed out in FY2008.

Unfortunately revenues are also affected negatively this month by lower-than-budgeted registrations for the ALSC/ASCLA Preconference and the Newbery-Caldecott-Wilder Awards Banquet. However, the Banquet variance is due to the fact that while registrations have been received, they are not posted until after the event; however, they were budgeted for as if they were collected as soon as people registered. Actual registration for the Banquet is quite healthy, with 1192 expected attendance, which is right in the middle of the past two (996 in New Orleans in 2006; 1270 in Chicago in 2005).

Revenues and expenses for Administration, Service to Members (dues), and the *ALSCConnect* newsletter are running close to budget. *Children and Libraries* is showing a large variance, but that is due to incorrect monthly allocation, which will be corrected in FY2008.

Association for Library Trustees & Advocates (ALTA)

Total Revenues Budgeted/Actual/Remaining:	\$ 54,822	\$ 39,493	\$ 60,787
Total Direct Expenses Budgeted/Actual/Remaining:	\$115,242	\$110,179	\$(19,399)
Contribution Margin Budgeted/Actual/Remaining:	\$(60,420)	\$(70,686)	\$ 80,186
Overhead Budgeted/Actual/Remaining:	\$ 32	\$ 16	\$ 1,430
Net Revenue (Expense) Budgeted/Actual/Variance:	\$(60,452)	\$(70,702)	\$(10,250)
Beginning/Ending Net Asset Balance:	\$ 99	\$(70,603)	

Expenses are slightly ahead of FY06 and include a \$2,000 deposit for the ALTA Gala at Annual Conference. Revenue is significantly lower than FY06: Dues revenue is down \$2,000, donations are down \$2,500. ALTA will have two months of salary/benefits savings (starting July 3, 2007) from the executive director position, enabling them to end the year slightly ahead of FY06 on a net basis.

Association of College & Research Libraries (ACRL)

Total Revenues Budgeted /Actual/Remaining:	\$2,704,158	\$3,261,034	\$173,471
Total Direct Expenses Budgeted /Actual/Remaining:	\$2,417,815	\$1,963,663	\$1,390,565
Contribution Margin Budgeted /Actual/Remaining:	\$286,343	\$1,297,371	\$(1,217,094)
Overhead Budgeted /Actual/Remaining:	\$337,115	\$345,623	\$61,487
Tax Budgeted /Actual/Remaining:	\$0	\$0	\$30,353
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$(50,772)	\$951,748	\$1,002,520
Beginning / Ending Net Asset Balance:	\$2,517,675	\$3,469,422	

ACRL's revenues of \$3,261,034 are 21% above projections, largely due to strong performances in membership dues and professional development. Membership dues revenue was more than 15% better than budget, due in part to better than expected membership retention as ACRL continues the second year of its 2-year phased-in dues increase. ACRL had expected the increase of both ACRL and ALA dues in the same year would accelerate the number of dropped members. Instead, we suspect that the increase of new members, due to the National Conference, offset the dropped members. The National Conference set new records for attendance, exhibits, and donations exceeding recognized budgeted revenues by nearly \$350,000 or 22%, with about another \$100,000 still expected. This is in line with ACRL policy to budget only 80% of anticipated registration revenues. Professional development revenues are also strong in the virtual offerings. Publishing revenues are in line with budgeted amounts, although subscriptions continue to decline. Statistics sales have been especially strong, exceeding last year by more than 70% and budget by almost 95%. Staff is still researching issues with the expense distributions between non-serial publications and statistics. Total expenses are \$2,309,257 and are 16% below budget. Several large national conference bills are also still outstanding, totaling about \$150,000. There are also some expenses budgeted for projects that may not be undertaken this fiscal year. This combination of recognized revenues and savings will make ACRL end the year in the black, exceeding budgeted expectations.

ACRL/CHOICE

Total Revenues Budgeted /Actual/Remaining:	\$2,125,995	\$2,138,159	\$1,014,110
Total Direct Expenses Budgeted /Actual/Remaining:	\$1,700,421	\$1,599,977	\$998,792
Contribution Margin Budgeted /Actual/Remaining:	\$425,574	\$538,182	\$15,319
Overhead Budgeted /Actual/Remaining:	\$233,739	\$242,801	\$96,070
Tax Budgeted /Actual/Remaining:	\$30,104	\$30,104	\$15,553
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$161,731	\$265,276	\$103,545
Beginning / Ending Net Asset Balance:	\$2,221,508	\$2,486,785	

Through April, CHOICE total revenues are \$2,138,159. This is \$12,164 (1%) more than budget and \$347,981 (13%) better than last year. Total expenses are \$1,872,883. This is \$91,381 (5%) less than budget but \$185,781 (11%) more than last year. Net revenues are \$265,276, which is \$103,545 (64%) more than budget and \$62,200 (30%) better than last year. CHOICE print subscriptions are now \$78,954 (12%) better than budget but \$41,302 (14%) less than last year. Electronic subscriptions are currently \$92,839 (33%) below budget, and \$21,486 (10%) below last year, in part due to the late launch of CRO2 but more substantially due to reporting issues, which will be resolved in future months. Total Choice subscription revenues are \$13,885 (1%) below budget, but are expected to improve before year end. Net revenues from print ad sales are \$10,686 (2%) below budget but \$12,551 (2%) better than last year and essentially holding their own. Electronic ad revenues remain less than budget and less than last year, but show signs of continuing improvement. Licensing revenues—exclusive of RCL—are \$276,005, which is \$65,049 (19%) less than budget but \$52,182 (23%) better than last year. RCL total revenues are \$245,911, which is \$100,973 (70%) more than budget. Choice is now projecting that both RCL and licensing revenues will exceed budget.

Association of Specialized & Cooperative Library Agencies (ASCLA)

Total Revenues Budgeted /Actual/Remaining:	\$38,649	\$43,925	\$ 22,725
Total Direct Expenses Budgeted /Actual/Remaining:	\$69,599	\$62,285	\$ 7,273
Contribution Margin Budgeted /Actual/Remaining:	\$(30,950)	\$(18,360)	\$15,452
Overhead Budgeted /Actual/Remaining:	\$673	\$516	\$1,893
Tax Budgeted /Actual/Remaining:	\$		
Net Revenue (Expense) Budgeted /Actual/ <u>Variance</u> :	\$(31,623)	\$(18,876)	\$12,747
Beginning / Ending Net Asset Balance:	\$63,348	\$44,472	

Revenue is close to budget, with dues, online continuing education and donations performing as planned. Expenses are under budget due to the vacancy in the executive director position. Because of the vacancy, ASCLA should finish the year better than expected.

Library Administration & Management Association (LAMA)

Total Revenues Budgeted/Actual/Remaining:	\$199,754	\$218,853	\$146,662
Total Direct Expenses Budgeted/Actual/Remaining:	\$181,829	\$166,152	\$172,015
Contribution Margin Budgeted/Actual/Remaining:	\$17,925	\$52,701	(\$25,353)
Overhead Budgeted/Actual/Remaining:	\$6,606	\$8,403	\$9,524
Net Revenue (Expense) Budgeted/Actual/Variance:	\$11,319	\$44,298	\$32,979
Beginning/Ending Net Asset Balance:	\$136,560	\$180,857	

Overall, dues and publishing revenue are ahead of budget. The Midwinter Institute netted more than \$10,000. Salary savings from the vacant executive director position should, conservatively, be more than \$15,000. Planning for another \$10,000 in unbudgeted expenses for LA&M, as well as Annual Conference expenses, net revenue from FY07 operations should still exceed \$25,000.

Library & Information Technology Association (LITA)

Total Revenues Budgeted /Actual/Remaining:	\$ 417,642	\$ 411,411	\$ 184,644
Total Direct Expenses Budgeted /Actual/Remaining:	\$ 325,894	\$ 281,217	\$ 238,613
Contribution Margin Budgeted /Actual/Remaining:	\$ 91,748	\$ 130,194	\$ (53,969)
Overhead Budgeted /Actual/Remaining:	\$ 50,610	\$ 39,765	\$ 23,490
Tax Budgeted /Actual/Remaining:	\$ 200	\$ 200	\$ 400
Net Revenue (Expense) Budgeted /Actual/Variance:	\$ 40,938	\$ 90,229	\$ 49,291
Beginning / Ending Net Asset Balance:	\$ 512,825	\$ 603,054	

LITA revenues are 1.49% below budget. The National Forum held in Nashville in October was well attended. Four Regional Institutes have been licensed this year; two have not yet realized the revenues. In addition, one new LITA Guide will be released in June. Expenses are currently 14.74 % below budget.

Public Library Association (PLA)

Total Revenues Budgeted/Actual/Remaining:	\$ 767,957	\$ 819,634	\$ 299,866
Total Direct Expenses Budgeted/Actual/Remaining:	\$ 1,137,507	\$ 1,201,154	\$ 570,498
Contribution Margin Budgeted/Actual/Remaining:	\$ (369,550)	\$ 381,520	\$ 270,632
Overhead Budgeted/Actual/Remaining:	\$ 60,181	\$ 62,931	\$ 16,018
Tax Budgeted/Actual/Remaining:	\$ 936	\$ 936	\$ 464
Net Revenue (Expense) Budgeted/Actual/Variance:	\$ (430,667)	\$ (445,388)	\$ (14,721)
Beginning/Ending Net Asset Balance:	\$ 955,024	\$ 509,636	

PLA revenues are \$ 51,677 or 6% ahead of budget and expenses are \$66,398 or 5% over budget. Overall, PLA is \$ (14,720) or 3% under budget on a net revenue/expense basis. While over 700 people attended the PLA Spring Symposium, on a net basis the event lost \$23,929. Registration fees (less direct expenses) were returned to the California Library Association for the workshop they sponsored and refunds have

been processed. As a result, registration fees were \$157,953 which was \$7,046 under budget. Bank service fees were higher than anticipated, as were speaker fees. ALA received \$35,416 in overhead from this event.

Sales remain brisk for PLA publications and products; however, \$2,983 is attributed to royalties in the *Public Libraries* magazine project, this is probably a mistake and will be investigated. PLA has hired two new advertising representatives one to cover the east coast and one to cover the west coast. We will continue to closely monitor ad sales and expect to see an increase in ad revenue. The recent magazine subscription drive targeting trustees and non-members has garnered 119 new subscriptions. Thru ALA Editions, PLA has just released *Managing Facilities for Results*. We have delivered another title in the Results series to ALA Editions. The book on HR management should be out later in the calendar year. We are currently developing yet another manuscript in the series dealing with how to implement your strategic plan which we expect to deliver next fiscal year to ALA Editions. PLA will be releasing our new advocacy toolkit, *Libraries Prosper with Passion, Purpose and Persuasion!* at Annual Conference.

PLA is presenting 2 pre-conferences at the upcoming AC with a combined registration of over 200 people. We will also podcast some of our AC programming and we will sell titles relevant to our programs in the ALA bookstore. As previously mentioned in other reports, PLA applied to be a course provider for 9 CPLA courses; all courses have been approved by the ALA/APA. PLA will deliver one unbudgeted CPLA course in August. We are partnering with regional library systems, state library associations, and state libraries to host the courses. This will minimize our financial exposure as we will use the host site as the venue to conduct the course rather than a hotel. We will not be contracting for hotel meeting space or sleeping rooms for the CPLA courses. We have commitments to present up to 18 CPLA courses next fiscal year in addition to our National Conference and the regular CE programming that we present.

The PLA deputy director position is vacant, a search is currently underway. Some salary savings are projected, but anticipate hiring a replacement as soon as possible. Discussions with the Gates Foundation continue. Overall, PLA is performing as expected.

Reference & User Services Association (RUSA)

Total Revenues Budgeted /Actual/Remaining:	\$228,074	\$328,278	\$(108,817)
Total Direct Expenses Budgeted /Actual/Remaining:	\$192,328	\$191,920	\$178,476
Contribution Margin Budgeted /Actual/Remaining:	\$35,746	\$136,359	\$69,659
Overhead Budgeted /Actual/Remaining:	\$7,661	\$9,858	\$8,601
Tax Budgeted /Actual/Remaining:	\$382	\$382	\$380
Net Revenue (Expense) Budgeted /Actual/Variance:	\$27,703	\$126,119	\$94,416
Beginning / Ending Net Asset Balance:	\$374,999	\$501,118	

Revenues exceeded budget because of strong registrations for online continuing education courses and good performance in dues. Some late FY06 awards donations have also been posted to FY07. Expenses are on budget.

Young Adult Library Services Association (YALSA)

Total Revenue Budgeted/Actual/Remaining:	\$ 254,118	\$ 247,735	\$260,155
Total Direct Expenses Budgeted/Actual/Remain.:	\$ 271,769	\$ 245,865	\$213,596
Contribution Margin: Budget/Actual/Remaining:	\$ (18,173)	\$ 1,870	\$ 46,559
Overhead:	\$ (17,651)	\$ 13,953	\$ 8,083
Tax:	\$ 250	\$ 250	\$ 250
Net Revenue/(Expense) Budget/Actual/Variance	\$ (29,442)	\$ (12,332)	\$ 16,588
Net Asset Balance: Beginning/Ending	\$ 444,917	\$ 432,585	

Dues will end the year slightly ahead of budget. Membership growth has averaged 10% since the beginning of FY07; a 3-6% growth rate was anticipated. Web CE is strong, with most courses full and expenses low. Licensed Institutes includes 3 budgeted institutes, plus the MW Institute, which was filled to capacity. Printz Seals are coming in on target. Publications & Products is showing mixed results for FY07 – but strong prospects for FY08. *Best Books for Young Adults*, 3rd ed., will not be published until the very end of FY07. A new book (*Get Connected: Tech Programs for Teens*) goes on sale June 13. Four books are in the manuscript stage. Teen Tech Week produced modest FY07 revenues – but those revenues had not been budgeted. Annual Conference, Printz Reception revenues will be better than anticipated, due to a donation from a corporate sponsor. The Edwards Award lunch has had strong ticket sales and Pre-Conferences are healthy due to record attendance levels at the “Sins of Young Adult Literature” pre-conference.

American Library Association
Schedule 6 - Balance Sheet - Assets, Liabilities, Net Assets

	ACTUAL APRIL 30, 2006	ACTUAL APRIL 30, 2007	VARIANCE	%
ASSETS	60,278,736	65,852,568	5,573,832	9%
LIABILITIES	31,119,739	34,518,784	3,399,045	11%
NET ASSETS	29,158,997	31,333,784	2,174,787	7%
TOTAL LIABILITIES AND NET ASSETS	60,278,736	65,852,568	5,573,832	9%

FOR ADDITIONAL DETAIL SEE SCHEDULE 12

05/25/2007

American Library Association
 Schedule 6 – Commentary: Balance Sheet - Total ALA
 April FY 2007 Financials

ASSETS

At April 30, 2007, total assets of \$65,852,568 are \$5,573,832 more than the total at April 30, 2006. This is a result of increases in cash and short-term investments (A), long-term investments (D), property, plant and equipment (E), and inventories (C), offset by a decrease in net accounts receivable (B).

A. Cash and Short-Term Investments: Cash and short-term investments of \$19,169,386 at April 30, 2007 are \$1,188,685 higher than at April 30, 2006.

	<u>YTD</u>	<u>YTD</u>	<u>YTD</u>
	<u>AVG. BALANCE</u>	<u>INTEREST INCOME</u>	<u>YIELD</u>
FY 2005	\$14,963,375	\$395,584	3.97%
FY 2006	\$15,373,622	\$491,582	4.80%

See Schedule 2 explanation for additional investment information.

B. Net Accounts Receivable: Net accounts receivable of \$3,998,222 at April 30, 2007 are \$252,337 lower than the balance of \$4,250,559 at April 30, 2006. The decrease is the result of a lower balance in PBD billings, mainly books and graphics related sales and iMIS billings offset by a higher reserve for bad debts (which lowers net accounts receivable). At April 30, 2007, total trade receivables were \$2,564,069 as compared to \$2,587,163 in FY 2006. Reserves for bad debt increased \$28,215.

C. Inventories: While net inventories increased by \$134,275, the gross inventory balance increased by \$190,026 to \$1,889,274 at April 30, 2007 from \$1,699,247 at April 30, 2006. ALA Editions finished goods has a \$18,838 decrease and Graphics has a \$91,414 increase. ALA Editions work-in-progress has an increase of \$105,779. On a net basis, the reserves have increased \$55,751 at April 30, 2007.

D. Endowment Investments: Long-term endowment investments of \$30,352,787 at April 30, 2007 are \$3,819,079 higher than at April 30, 2006, primarily as a result of market conditions.

E. Property, Plant and Equipment: Property, plant and equipment, net of depreciation of \$9,094,311 at April 30, 2007 is \$459,376 higher than at April 30, 2006 mainly as a result of limited additions between 2007 and 2006.

LIABILITIES

At April 30, 2007, total liabilities of \$34,518,784 are \$3,399,045 higher than total liabilities at April 30, 2006 primarily due to increases in (B) deferred revenues – grants and awards, (C) accounts payable (E) deferred revenues – subscriptions (D) deferred revenues – membership dues, and (A) deferred revenues meetings and conferences.

A. Deferred Revenues - Meetings and Conferences: At April 30, 2007, deferred revenues for meetings and conferences totaled \$6,441,807 as compared to \$4,990,886 at April 30, 2006. At April 30, 2007 deferred revenues consisted of PLA National Conference (April 2008), \$601,212, AASL National Conference (October 2007), \$494,086, Midwinter, \$511,725 and Annual Conference, \$4,282,828. At April 30, 2006, AASL deposits are \$367,642, ACRL deposits are \$388,191, Midwinter, \$774,131, and Annual Conference, \$3,258,513.

B. Deferred Revenues – Grants: Deferred revenues for Grants and Awards at April 30, 2007 are \$3,445,295 as compared to \$3,180,391 at April 30, 2006. In April 2007, the following grants had significant deferred revenues, Frankenstein exhibit, \$31,519, Library Literacy Assessment, \$79,649, Ford Foundation, \$73,699, Dollar General, \$533,344, Kellogg 2006, \$62,076, MacArthur Foundation, \$206,812, Library Champions, \$124,638, 21st Century Fund, \$191,901, Walgreens consumer Health, \$66,189, Gates General Ops, \$31,571, Gates Connectivity, \$143,242, Gates Technology Access Study, \$541,754, Literacy Network Database, \$243,659, and the Scholarship Bash, \$187,980. In April 2006, major grants included Walgreens Consumer Health, \$66,189, the Scholarship Bash, \$396,088, Library Champions, \$63,226, CIPA Defense Fund, \$21,414, 21st Century Fund, \$188,346, Dollar General, \$855,815, e-Literacy, \$53,596. Edlinc, \$20,140, Kellogg 2006, \$100,000, Investor Protection Trust, \$42,428, and Literacy Network Database, \$243,649.

C. Accounts Payable: At April 30, 2007, accounts payable totaled \$13,947,570 as compared to \$12,833,390 at April 30, 2006. The increase of \$1,114,180 reflects the accrual of payroll related expenses, mainly \$1,776,000 for post-retirement benefits, offset by lower payables for operations.

D. Deferred Revenues - Membership Dues: Deferred revenues for membership dues at April 30, 2007 are \$4,448,001 as compared to \$4,294,353 at April 30, 2006.

E. Deferred Revenues – Subscriptions: Deferred revenues for subscriptions at April 30, 2007 are \$2,750,676 as compared to \$2,645,720 at April 30, 2006. The increase of \$104,956, is mainly a decrease in American Libraries (\$5,942) and Booklist (\$10,410), offset by an increase in LTR (\$31,604), CHOICE (\$18,366), ROC (\$68,692) and Book Links (\$11,562).

APPENDICES - STATEMENTS OF REVENUES AND EXPENSES

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues and Expenses
Compared to Budget
Consolidated Fund (1-4)
Year to Date Ending April 2007
(Report FRC1)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Revenues						
Dues	8,361,410	5,421,098	5,610,804	-189,706	-3.4	-2,940,312
Sale of Materials / Net	7,720,927	4,706,679	4,897,298	-190,619	-3.9	-3,014,248
Subscriptions	5,261,996	3,325,571	3,491,216	-165,645	-4.7	-1,936,425
Advertising / Net	6,305,037	3,831,176	4,211,248	-380,072	-9.0	-2,473,861
Meetings and Conferences	10,710,115	4,744,312	4,401,296	343,016	7.8	-5,965,803
Grants	3,816,107	3,019,697	2,562,785	456,912	17.8	-796,410
Interest / Dividends	1,501,648	1,053,582	851,032	202,550	23.8	-448,066
Endwmt Gain/Loss - Realized	0	453,613	0	453,613	N/A	453,613
Endwmt Gain/Loss - Unrealized	980,561	2,167,084	651,920	1,515,164	232.4	1,186,523
Miscellaneous	4,059,681	2,414,090	2,317,384	96,706	4.2	-1,645,591
Total Revenues	48,717,482	31,136,902	28,994,983	2,141,919	7.4	-17,580,580
Expenses						
Payroll and Related Expenses	19,904,916	12,437,887	13,160,219	722,332	-5.5	7,467,029
Outside Services	5,646,016	4,044,520	3,785,225	-259,295	6.9	1,601,496
Travel and Related Expenses	2,171,253	1,244,846	1,325,619	80,773	-6.1	926,407
Meetings and Conferences	6,430,109	2,933,327	3,499,631	566,305	-16.2	3,496,783
Publication-Related Expenses	6,385,281	3,466,289	4,282,302	816,013	-19.1	2,918,992
Operating Expenses	7,921,888	4,332,474	5,178,426	845,952	-16.3	3,589,414
Direct Expenses	48,459,463	28,459,342	31,231,422	2,772,080	-8.9	20,000,121
Inter-Unit Transfers	0	-92	0	92	N/A	92
Taxes/Income	321,204	193,232	193,232	0	0.0	127,972
Indirect Expenses	321,204	193,140	193,232	92	-0.0	128,064
Total Expenses	48,780,667	28,652,482	31,424,654	2,772,172	-8.8	20,128,185
Net Revenue (Expense)	-63,185	2,484,421	-2,429,671	4,914,092	-202.3	2,547,606

AMERICAN LIBRARY ASSOCIATION
Summary of Revenues and Expenses
Consolidated (Funds 1-4) / By Fund
For the Period Ending April 2007
(Report 8888)

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
Revenues:					
Dues	5,433,735	0	0	-12,637	5,421,098
Book Sales/Net	3,638,955	0	0	0	3,638,955
Graphics Sales	50	0	0	0	50
Other Sales	1,055,709	0	65	11,900	1,067,674
Subscriptions	3,325,571	0	0	0	3,325,571
Advertising/Net	3,831,176	0	0	0	3,831,176
Meetings and Conferences	4,741,867	0	2,445	0	4,744,312
Grants, Contracts & Awards	0	0	3,019,697	0	3,019,697
Interest and Dividends	491,582	0	0	562,000	1,053,582
Endwmt Gain/Loss - Realized	-28,307	0	0	481,920	453,613
Endwmt Gain/Loss - Unrealized	117,008	0	0	2,050,076	2,167,084
Miscellaneous	2,037,153	0	8,485	368,452	2,414,090
Total Revenues	24,644,500	0	3,030,691	3,461,711	31,136,902

	Operating Fund (1)	Plant Fund (2)	Restricted Fund (4)	Endowment Fund (3)	Total All Funds
Expenses:					
Payroll and Related Expenses	11,985,234	0	448,797	3,856	12,437,887
Outside Services	3,006,170	105,947	756,430	175,973	4,044,520
Travel-Related Expense	1,029,326	0	215,520	0	1,244,846
Meetings and Conferences	2,515,180	0	376,248	41,899	2,933,327
Publication-Related Expense	1,529,138	0	9,020	0	1,538,157
Continued	1,883,306	0	44,826	0	1,928,132
Operating Exp (5030-1, 5500)	489,189	0	410,852	0	900,040
Operating Expenses (5040-99)	2,459,415	481,026	481,101	10,891	3,432,433
Subtotal/Operating Expenses	2,948,604	481,026	891,953	10,891	4,332,474
Direct Expenses	24,896,957	586,973	2,742,794	232,618	28,459,342
Inter-Unit Transfers (5900-08)	-524,334	519,838	3,907	497	-92
Inter-Unit Trfrs (5909, 10, 12, 13)	-11,516	0	10,343	1,173	0
Inter-Unit Trfr (5940-42, 98-99)	1,124,560	-1,106,812	-17,748	0	0
Subtotal/Inter-Unit Trfrs	588,709	-586,973	-3,498	1,670	-92
Overhead Recovered	-291,396	0	291,396	0	0
Income Taxes	193,232	0	0	0	193,232
Indirect Expenses	490,545	-586,973	287,897	1,670	193,140
Total Expenses	25,387,502	0	3,030,691	234,288	28,652,482
Net Revenues	-743,003	0	0	3,227,423	2,484,421
Beginning Fund Balance	-596,467	-0	0	29,773,676	29,177,209
Ending Fund Balance	-1,339,470	-0	0	33,001,099	31,661,629

AMERICAN LIBRARIAN ASSOCIATION
Summary of Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0044)

Revenues	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Dues	5,669,985	3,464,587	3,779,614	-315,027	-8.3	-2,205,398
Sale of Materials/Net	5,921,493	3,471,828	3,766,321	-294,493	-7.8	-2,449,665
Subscriptions	3,193,312	2,001,115	2,157,377	-156,262	-7.2	-1,192,197
Advertising/Net	4,826,522	2,738,071	3,123,847	-385,776	-12.3	-2,088,451
Meetings and Conferences	7,658,985	2,292,909	2,148,109	144,800	6.7	-5,366,076
Interest and Dividends	802,533	491,582	385,000	106,582	27.7	-310,951
Endwmt Gain/Loss - Realized	0	-28,307	0	-28,307	N/A	-28,307
Endwmt Gain/Loss - Unrealized	0	117,008	0	117,008	N/A	117,008
Miscellaneous	1,587,010	942,428	830,058	112,370	13.5	-644,582
Total Revenues	29,659,840	15,491,221	16,190,326	-699,105	-4.3	-14,168,619

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0045)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	29,659,840	15,491,221	16,190,326	-699,105	-4.3	-14,168,619
Expenses						
Payroll and Related Expenses	13,988,005	9,000,333	9,251,374	251,041	-2.7	4,987,672
Outside Services	3,202,695	2,203,133	2,187,914	-15,219	0.7	999,563
Travel-Related Expenses	1,265,767	647,952	722,071	74,119	-10.3	617,815
Meetings and Conferences	3,127,845	1,255,522	1,583,670	328,148	-20.7	1,872,323
Publication-Related Expenses	4,431,645	2,252,212	3,007,211	754,999	-25.1	2,179,433
Operating Expenses	4,600,895	2,319,874	3,001,621	681,747	-22.7	2,281,021
Direct Expenses	30,616,852	17,679,026	19,753,861	2,074,835	-10.5	12,937,826
Inter-Unit Transfers	437,062	331,480	226,609	-104,871	46.3	105,582
Overhead Recovered	-1,634,026	-1,121,842	-1,153,268	-31,426	-2.7	-512,184
Income Taxes	239,952	159,952	159,952	0	0.0	80,000
Indirect Expenses	-957,012	-630,410	-766,707	-136,297	-17.8	-326,602
Total Expenses	29,659,840	17,048,617	18,987,154	1,938,537	-10.2	12,611,223
Net Revenues	0	-1,557,396	-2,796,828	1,239,432	-44.3	-1,557,396

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0054)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Revenues								
Interest/Dividends	88,632	55,000	491,582	385,000	106,582	27.7	802,533	310,951
Mail List Sales/Rental	18,050	24,990	155,751	199,980	-44,229	-22.1	300,000	144,249
Membership Dues:								
Personal	336,006	356,266	2,594,688	2,850,982	-256,294	-9.0	4,276,900	1,682,212
Organizational	101,265	100,793	795,318	806,586	-11,268	-1.4	1,210,000	414,682
Special	7,127	11,308	57,391	90,492	-33,101	-36.6	135,750	78,359
Life Members-Current	2,791	4,332	22,334	34,666	-12,332	-35.6	52,000	29,666
Cont Mbrs & Division Trfrs	-642	-389	-5,144	-3,112	-2,032	65.3	-4,665	479
Misc/Over & Short Items	-5,246	-1,333	-42,934	-10,666	-32,268	302.5	-16,000	26,934
Subtotal/Membership Dues	441,302	470,977	3,421,653	3,768,948	-347,295	-9.2	5,653,985	2,232,332
Executive Office								
International Relations	0	0	2,103	0	2,103	N/A	0	-2,103
Washington Office	82	0	173	0	173	N/A	0	-173
Development Office	30	0	233	0	233	N/A	0	-233
Subtotal/Executive Office	112	0	2,509	0	2,509	N/A	0	-2,509
Memb/ Prog. & Services								
Memb. Prog & Services/AED	0	0	0	7,500	-7,500	-100.0	15,000	15,000
OLPR	685	84	12,236	27,172	-14,936	-55.0	54,000	41,764
OLOS	284	216	4,207	1,728	2,479	143.5	2,600	-1,607
OIF	8,354	15,503	164,856	189,043	-24,187	-12.8	297,365	132,509
Office for Accreditation	3,000	0	77,525	54,163	23,362	43.1	60,163	-17,362
ALA Awards	0	0	220	0	220	N/A	0	-220
Misc. Awards	102	0	631	2,474	-1,843	-74.5	4,950	4,319
Diversity Conference:	250	2,636	250	16,378	-16,128	-98.5	27,075	26,825
Midwinter Annual	2,312	0	2,812,205	2,630,300	181,905	6.9	2,630,300	-181,905
Subtotal/Conference	8,270	5,691	125,746	34,564	91,182	263.8	6,445,550	6,319,804
Subtotal/Memb. Prog & Services	10,582	5,691	2,937,951	2,664,864	273,087	10.2	9,075,850	6,137,899
Subtotal/Memb. Prog & Services	23,258	24,130	3,197,876	2,963,322	234,554	7.9	9,537,003	6,339,127

AMERICAN LIBRARY ASSOCIATION
Departmental Revenues Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0054)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Publishing Services								
ALA Editions	319,349	207,666	1,558,150	1,870,995	-312,845	-16.7	3,244,658	1,686,508
Booklist	437,739	480,126	3,454,833	3,791,917	-337,084	-8.9	5,437,173	1,982,340
Book Links	73,600	75,608	442,119	480,274	-38,155	-7.9	704,392	262,273
American Libraries	107,065	100,200	647,697	863,000	-215,303	-24.9	1,263,000	615,303
ALA TechSource	43,198	10,903	330,793	309,123	21,670	7.0	463,616	132,823
ALA Graphics	137,490	129,414	1,667,773	1,527,210	140,563	9.2	2,196,230	528,457
Marketing Sales	0	0	194	0	194	N/A	0	-194
Subtotal/Publishing Serv.	1,118,441	1,003,917	8,101,560	8,842,519	-740,959	-8.4	13,309,069	5,207,509
Communications								
Chapter Relations	45	0	6,215	1,125	5,090	452.4	2,250	-3,965
Communications/AED	-103	8,050	15,045	16,100	-1,055	-6.6	35,000	19,955
PIO	275	1,666	9,952	13,332	-3,380	-25.4	20,000	10,048
Public Programs	0	0	377	0	377	N/A	0	-377
Subtotal/Communications	217	9,716	31,589	30,557	1,032	3.4	57,250	25,661
Total Revenues from Operations	1,690,012	1,588,730	15,402,520	16,190,326	-787,806	-4.9	29,659,840	14,257,320
Unrealized Gain/Loss	-3,146	0	117,008	0	117,008	N/A	0	-117,008
Realized Gain/Loss	-3,557	0	-28,307	0	-28,307	N/A	0	28,307
Total Revenues	1,683,309	1,588,730	15,491,221	16,190,326	-699,105	-4.3	29,659,840	14,168,619

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Total Revenues	1,683,412	1,588,730	15,491,221	16,190,326	-699,105	-4.3	29,659,840	14,168,619
Expenses								
Member Programs & Services								
OLPR	25,008	24,543	226,233	222,679	-3,554	1.6	348,139	121,906
OLOS	21,563	25,146	216,777	204,916	-11,861	5.8	310,170	93,393
OIF	55,799	78,000	439,370	444,575	5,205	-1.2	720,350	280,980
Office for Accreditation	30,682	31,691	245,213	231,352	-13,861	6.0	350,609	105,396
Diversity	6,533	19,608	72,396	141,722	69,326	-48.9	216,545	144,149
Memb. Prog & Services/ AE	13,618	14,444	149,168	142,402	-6,766	4.8	229,131	79,963
ALA Awards	75	50	6,958	821	-6,137	747.5	7,571	613
ITTS	136,810	148,671	1,253,247	1,205,326	-47,921	4.0	1,819,918	566,671
Conference:								
Midwinter Annual	5,233	9,626	2,244,297	2,263,119	18,822	-0.8	2,301,918	57,621
Annual	150,306	194,351	912,445	1,209,934	297,489	-24.6	4,917,689	4,005,244
Subtotal/Conference	155,539	203,977	3,156,742	3,473,053	316,311	-9.1	7,219,607	4,062,865
Sub-Total/Memb. Prog. & Ser	445,627	546,130	5,766,104	6,066,846	300,742	-5.0	11,222,040	5,455,936
Publishing Services								
ALA Editions	168,961	196,347	1,602,365	1,776,625	174,260	-9.8	2,959,249	1,356,884
Booklist	314,161	346,570	2,699,615	3,144,749	445,134	-14.2	4,428,469	1,728,854
Book Links	45,258	49,514	422,383	437,255	14,872	-3.4	662,467	240,084
American Libraries	107,862	100,200	655,835	863,000	207,165	-24.0	1,263,000	607,165
TechSource ALA	35,780	45,959	332,111	361,039	28,928	-8.0	512,159	180,048
ALA Graphics	135,449	119,936	1,312,525	1,414,017	101,492	-7.2	2,208,241	895,716
Prod Services	-32,085	17,644	12,541	16,569	4,028	-24.3	-32,538	-45,079
Periodical Marketing	771	0	15,000	0	-15,000	N/A	0	-15,000
Subtotal/Publ Services	776,156	876,170	7,052,376	8,013,254	960,878	-12.0	12,001,047	4,948,671

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Executive Office								
Standing Committees	3,620	16,615	76,359	98,601	22,242	-22.6	148,836	72,477
Development Office	38,019	33,109	224,128	269,504	45,376	-16.8	407,720	183,592
Executive Board	31,278	58,047	178,940	297,844	118,904	-39.9	389,616	210,676
Executive Office	49,409	55,260	481,361	454,453	-26,908	5.9	689,994	208,633
International Relations	13,563	14,408	132,195	137,264	5,069	-3.7	205,358	73,163
Washington Office	80,131	76,283	602,296	647,603	45,307	-7.0	967,619	365,323
O I T	32,991	31,364	290,337	292,505	2,168	-0.7	437,802	147,465
OGR	55,631	70,558	515,464	529,327	13,863	-2.6	842,952	327,488
Human Resources	82,523	48,966	459,108	398,494	-60,614	15.2	602,776	143,668
Subtotal/Executive Office	387,165	404,610	2,960,188	3,125,595	165,407	-5.3	4,692,673	1,732,485
Accounting	56,386	63,294	502,911	516,930	14,019	-2.7	782,174	279,263
Finance	8,327	9,239	74,885	74,671	-214	0.3	113,661	38,776
Finance - AED	35,060	30,192	278,979	259,448	-19,531	7.5	399,358	120,379
Subtotal/Acct-Finance-AED	99,774	102,725	856,775	851,049	-5,726	0.7	1,295,193	438,418
Communications								
Library	17,740	22,841	200,654	217,898	17,244	-7.9	320,559	119,905
Public Pol. & Prog./AED	19,272	47,031	249,675	388,708	139,033	-35.8	582,545	332,870
Libr. & Research Center	8,843	15,774	114,534	128,715	14,181	-11.0	194,937	80,403
P I O	52,320	55,089	430,250	448,667	18,417	-4.1	678,417	248,167
Public Programs	11,930	11,619	94,057	94,736	679	-0.7	143,420	49,363
Customer Service	48,399	52,460	417,621	417,773	152	-0.0	617,473	199,852
Chapter Relations	8,458	8,120	48,878	66,280	17,402	-26.3	102,308	53,430
Subtotal/Communications Off	166,963	212,934	1,555,668	1,762,777	207,109	-11.7	2,639,659	1,083,991

AMERICAN LIBRARY ASSOCIATION
Departmental Expenses Compared to Budget
Operating/General Fund - 11
For the Period Ending April 2007
(Report 0055)

	Monthly Actual	Monthly Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Annual Budget	Remaining Current Budget
Staff Support Services								
Staff Supp. Serv/Off. Ser	81,116	24,622	391,851	367,508	-24,343	6.6	503,950	112,099
Distribution Center	28,093	18,339	106,073	148,326	42,253	-28.5	223,690	117,617
Reprographics	8,807	-1,447	11,861	-10,182	-22,043	-216.5	-14,220	-26,081
Subtotal/Staff Supp. Serv.	118,016	41,514	509,784	505,652	-4,132	0.8	713,420	203,636
General Administration	9,640	152,991	710,583	1,167,834	457,251	-39.2	1,859,946	1,149,363
Gnl Fnd Allocations/Ovrhd	-462,206	-451,217	-2,362,860	-2,505,853	-142,993	-5.7	-4,764,138	-2,401,278
Total Expenses	1,541,134	1,885,857	17,048,616	18,987,154	1,938,538	-10.2	29,659,840	12,611,224
Revenues from Operations	142,278	-297,127	-1,557,395	-2,796,828	1,239,433	-44.3	0	1,557,395

AMERICAN LIBRARY ASSOCIATION
Summary of Revenue Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending April 2007
(Report 0234)

Revenues	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Dues	2,600,214	1,849,449	1,770,384	79,065	4.5	-750,765
Sale of Materials/Net	1,698,034	1,172,515	1,068,971	103,544	9.7	-525,519
Subscriptions	2,040,124	1,316,114	1,325,951	-9,837	-0.7	-724,010
Advertising/Net	1,468,915	1,086,526	1,082,601	3,925	0.4	-382,389
Meetings and Conferences	2,902,205	2,448,788	2,189,089	259,699	11.9	-453,417
Grants, Contracts & Awards	1,500	0	0	0	N/A	-1,500
Miscellaneous	1,463,611	1,084,552	832,356	252,196	30.3	-379,059
Total Revenues	12,174,603	8,957,945	8,269,352	688,593	8.3	-3,216,658

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending April 2007
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Total Revenues	12,174,603	8,957,945	8,269,352	688,593	8.3	-3,216,658
Expenses						
Payroll and Related Expenses	5,111,851	2,978,988	3,375,421	396,433	-11.7	2,132,863
Outside Services	1,085,980	796,322	662,825	-133,497	20.1	289,658
Travel-Related Expenses	607,487	378,326	415,108	36,782	-8.9	229,161
Meetings and Conferences	2,300,357	1,246,885	1,397,574	150,689	-10.8	1,053,472
Publication-Related Expenses	1,701,934	1,112,063	1,118,263	6,200	-0.6	589,871
Operating Expenses	1,295,283	626,711	881,052	254,341	-28.9	668,572
Direct Expenses	12,102,892	7,139,295	7,850,243	710,948	-9.1	4,963,597
Inter-Unit Transfers						
401 PUBLIC LIBRARY ASSOC (PLA)	48,532	24,570	32,822	8,252	-25.1	23,962
403 ASSOC/COLL & RES LIBS (ACRL)	50,466	32,891	33,486	595	-1.8	17,575
404 CHOICE	-21,310	-17,719	-14,206	3,513	24.7	-3,591
405 AMER ASSOC OF SCH LNS (AASL)	52,513	16,598	33,842	17,244	-51.0	35,915
406 ASSOC SPEC COOP LIB AGCY(ASCL)	3,694	2,257	1,566	-691	44.1	1,437
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	32,795	10,342	18,246	7,904	-43.3	22,453
409 LIB ADM & MGT ASSOC (LAMA)	14,360	5,928	6,366	438	-6.9	8,432
410 REF. & USER SERV.ASSN. (RUSA)	26,079	11,177	12,437	1,260	-10.1	14,902
411 AMER LIB TRUSTEE ASSOC (ALTA)	4,069	2,226	2,670	444	-16.6	1,843
412 LIB & INF TECH ASSOC (LITA)	21,484	7,391	11,162	3,771	-33.8	14,093
413 ASSOC/LIB SERV TO CH (ALSC)	23,049	11,891	15,439	3,548	-23.0	11,158
414 YNG ADLT LIB SERV ASSN (YALSA)	18,099	9,998	9,792	-206	2.1	8,101
401 PUBLIC LIBRARY ASSOC (PLA)	30,300	16,939	20,200	3,261	-16.1	13,361
405 AMER ASSOC OF SCH LNS (AASL)	22,130	15,699	17,704	2,005	-11.3	6,431
406 ASSOC SPEC COOP LIB AGCY(ASCL)	2,967	2,616	1,484	-1,132	76.3	351
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	22,300	12,139	11,150	-989	8.9	10,161
409 LIB ADM & MGT ASSOC (LAMA)	19,224	13,425	9,950	-3,475	34.9	5,799
410 REF. & USER SERV.ASSN. (RUSA)	37,601	22,947	18,800	-4,147	22.1	14,654
411 AMER LIB TRUSTEE ASSOC (ALTA)	3,467	1,484	2,726	1,242	-45.6	1,983
412 LIB & INF TECH ASSOC (LITA)	17,210	13,038	8,606	-4,432	51.5	4,172
413 ASSOC/LIB SERV TO CH (ALSC)	23,948	6,641	15,964	9,323	-58.4	17,307
414 YNG ADLT LIB SERV ASSN (YALSA)	15,800	12,274	7,900	-4,374	55.4	3,526
401 PUBLIC LIBRARY ASSOC (PLA)	4,000	7,355	2,664	-4,691	176.1	-3,355
403 ASSOC/COLL & RES LIBS (ACRL)	-7,016	22,951	21,338	-1,613	7.6	-29,967
404 CHOICE	1,879	-17,999	-18,354	-355	-1.9	19,878
405 AMER ASSOC OF SCH LNS (AASL)	1,800	2,484	1,800	-684	38.0	-684
406 ASSOC SPEC COOP LIB AGCY(ASCL)	150	0	150	150	-100.0	150
407 ASSN/LIB CLLN/TECH SERV(ALCTS)	2,250	0	1,396	1,396	-100.0	2,250
409 LIB ADM & MGT ASSOC (LAMA)	2,500	0	1,666	1,666	-100.0	2,500
410 REF. & USER SERV.ASSN. (RUSA)	2,300	0	2,300	2,300	-100.0	2,300
411 AMER LIB TRUSTEE ASSOC (ALTA)	500	0	0	0	N/A	500
412 LIB & INF TECH ASSOC (LITA)	1,200	0	0	0	N/A	1,200
413 ASSOC/LIB SERV TO CH (ALSC)	0	1,072	0	-1,072	N/A	-1,072
414 YNG ADLT LIB SERV ASSN (YALSA)	0	400	0	-400	N/A	-400
	-111,589	0	13,135	13,135	-100.0	-111,589

AMERICAN LIBRARY ASSOCIATION
Summary of Expenses Compared to Budget
Operating/Divisions Fund - 12
For the Period Ending April 2007
(Report 0235)

	Annual Budget	Y-T-D Actual	Budget To Date	Variance Y-T-D \$	Variance Y-T-D %	Remaining Budget
Overhead Recovered	1,138,323	818,806	824,873	6,067	-0.7	319,517
Income Taxes	81,252	33,280	33,280	0	0.0	47,972
Indirect Expenses	1,586,326	1,103,100	1,162,354	59,254	-5.1	483,226
Total Expenses	13,689,218	8,242,394	9,012,597	770,203	-8.5	5,446,824
Net Revenues	-1,514,615	715,551	-743,245	1,458,796	-196.3	2,230,166
Beginning Fund Balance	0	10,120,680	0	10,120,680	N/A	10,120,680
Ending Fund Balance	-1,514,615	10,836,230	-743,245	11,579,475	-1,558.0	12,350,845

AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
April 2007
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
ASSETS					
CURRENT ASSETS:					
Cash	6,980,263	0	0	0	6,980,263
Short Term Investments	12,189,123	0	0	0	12,189,123
Accounts Receivable, Gross	4,283,059	33,799	0	100,755	4,417,613
Less: Reserves	-419,391	0	0	0	-419,391
Accounts Receivable, Net	3,863,668	33,799	0	100,755	3,998,222
Grants Receivable	0	0	1,173,191	0	1,173,191
Inventories Gross	1,889,274	0	0	0	1,889,274
Less: Reserves	-490,524	0	0	0	-490,524
Inventories, Net	1,398,750	0	0	0	1,398,750
Prepaid Exps & Other A/R	561,342	0	0	0	561,342
TOTAL CURRENT ASSETS	24,993,144	33,799	1,173,191	100,755	26,300,890
PROPERTY, PLANT & EQUIPMENT					
Furniture & Equipment	0	11,882,013	0	0	11,882,013
Buildings & Improvements	0	8,060,777	0	2,273,249	10,334,026
Land	0	1,717,248	0	703,350	2,420,597
Property, Plant & Equipment Gross	0	21,660,038	0	2,976,598	24,636,636
Less: Accum Depreciation	0	-14,634,184	0	-908,141	-15,542,325
Property, Plant & Equipment, Net	0	7,025,854	0	2,068,457	9,094,311
Investments	0	0	0	30,352,787	30,352,787
Due From (To) Other Funds	1,248,503	-3,993,223	2,265,922	479,100	302
TOTAL ASSETS	26,241,647	3,066,429	3,439,113	33,001,099	65,748,290

AMERICAN LIBRARY ASSOCIATION
Consolidated Balance Sheet By Fund (1-4)
April 2007
(Report 0007)

	OPERATING FUND (1)	PLANT FUND (2)	RESTRICTED FUND (4)	ENDOWMENT FUND (3)	TOTAL ALL FUNDS
LIABILITIES AND FUND BALANCES					
CURRENT LIABILITIES:					
Current Portion, Long Term Debt	0	0	0	0	0
Accounts Payable	2,439,687	1,276	0	0	2,440,963
Accrued Operating Expenses	3,473	8,153	0	0	11,626
Accrued Income Tax	236,863	0	0	0	236,863
Accrued Payroll Expenses	11,258,118	0	0	0	11,258,118
SUB-TOTAL / PAYABLES	13,938,141	9,429	0	0	13,947,570
DEFERRED REVENUES					
Membership Dues	4,448,001	0	0	0	4,448,001
Subscriptions	2,750,676	0	0	0	2,750,676
Meetings & Conferences	6,441,807	0	0	0	6,441,807
Grants & Awards	6,181	0	3,439,113	0	3,445,295
Sub-Total/Deferred Revenues	13,646,664	0	3,439,113	0	17,085,778
TOTAL CURRENT LIABILITIES	27,584,806	9,429	3,439,113	0	31,033,348
DC Properties Lt Bond	0	3,054,167	0	0	3,054,167
Fair Value of Interest Rate Swap	0	2,834	0	0	2,834
TOTAL LIABILITIES	27,584,806	3,056,430	3,439,113	0	34,090,349
Fund Balance	-1,339,470	-0	0	33,001,099	31,661,629
TOTAL LIABILITIES/FUND BALANCE	26,245,336	3,066,429	3,439,113	33,001,099	65,751,978